

# **CALIFORNIA EXPOSITION & STATE FAIR**

Minutes of the Board of Directors Regular Meeting

Held Pursuant to Due Notice  
Friday, April 29, 2011

California Exposition & State Fair  
Administration Building Boardroom  
1600 Exposition Boulevard  
Sacramento, CA 95815

**Directors Present**

Director Corny Gallagher, Chair  
Director Rick Stacey, Vice Chair  
Director Steve Beneto  
Director Cynthia Bryant  
Director Sonney Chong  
Director Richard Cuneo  
Director Richard Engel  
Director Rex Hime  
Director Marko Mlikotin  
Director Kathy Nakase

**Directors Absent**

Director Amparo Pérez-Lemus

**Ex Officio Members Absent**

Assembly Member Roger Dickinson  
Senator Darrell Steinberg

**Staff Present**

Norbert J. Bartosik, General Manager/CEO (GM)  
Brian A. May, Deputy General Manager (DGM)  
David Elliott, Assistant General Manager, Racing (AGM)  
Dana McIlwain, Assistant General Manager, Chief Financial Officer (AGM)  
Robert Craft, Chief of Police  
Marcia Shell, Admissions, Parking & RV Park Manager  
Susan Vellutini, Human Resources Manager  
Jan Risso, Contracts Manager  
Joan Evans, Interim Marketing Manager (IMM)  
Mary Ann Costamagna, Media Center Director  
Greg Kinder, Exhibits Supervisor  
Jeff Conner, Parking & Admissions  
Paul Gillingham, Entertainment Coordinator  
Randy Brink, Cal Expo Volunteer  
Linda Contreras, Recording Secretary

**Others Present\***

Cortez Quinn, Representative for Assembly Member Roger Dickinson

Russell Collins Stiger, Representative for Senator Darrell Steinberg

Amy Coleman-Casias

Rich & Ann Pullman

Estelle Saltzman, Runyon Saltzman & Einhorn

Courtney Pasqual, Runyon Saltzman & Einhorn

Cristin Wagoner, Runyon Saltzman & Einhorn

Mona Foster, Cultural Advisory Council

Camilla Kendall

David Middlesworth, United Animal Nations (UAN) and People for the Ethical Treatment of Animals (PETA)

Jan Weeks

Annie Hudson

Kayte Fisher

Jennifer Fearing, The Humane of the United States

Rosemary Frieborn, Friends of Placer County Animal Shelter

\*May not include all others present in the room or arriving late.

## **1. CALL TO ORDER**

The meeting was called to order by Chair Gallagher at 12:50 p.m. Chair Gallagher apologized for being late. Butler Amusements, Carnival Operator held a Grand Opening for the Michael Jackson's Bumper Cars Ride.

## **2. PLEDGE OF ALLEGIANCE**

Chair Gallagher read the Mission Statement and the Policy Statement.

Chair Gallagher lead the Board, Staff and Guests in the Pledge of Allegiance.

## **3. ROLL CALL AND DIRECTORS ABSENT**

Roll call was taken by GM Bartosik and a quorum was present. Director Pérez-Lemus was not present and had asked to be excused.

### **Motion:**

It was moved by Director Hime and seconded by Director Nakase to excuse the absence of Director Pérez-Lemus. **All in favor, motion carried.**

## **4. INTRODUCTION OF GUESTS & STAFF**

Introduction of Guests and Staff were made around the room.

## **5. PRESENTATIONS**

- a. Presentation by the Board Chair to Amy Coleman-Casias, former AGM, Special Projects on Recognition for her Years of Service with Cal Expo

Chair Gallagher presented Amy Coleman-Casias, AGM, Special Projects with a Golden Bear Award for Recognition of the Years of Service with Cal Expo.

Ms. Coleman-Casias thanked the Board and Staff.

- b. 2011 State Fair TV Commercial Presentation by Runyon Saltzman & Einhorn

Runyon Saltzman & Einhorn presented 2 TV spots for the 2011 State Fair Campaign. The spots were well received by the Board.

## **6. MINUTES OF MEETING**

- a. Board Committees & Meeting Minutes of March 25, 2011

**Motion:**

It was moved by Director Hime and seconded by Director Engel to approve the Board Committees & Meeting Minutes of March 25, 2011. **In favor: Directors Gallagher, Stacey, Beneto, Chong, Cuneo, Engel, Hime, Mlikotin and Nakase. Abstained: Director Bryant. Motion carried.**

**7. COMMITTEE AND STAFF REPORTS****a. State Fair, Agriculture & Marketing Staff Reports**

Director Engel reviewed the Staff reports included in the Board packet.

Staff distributed copies of the State Fair Concert Series Schedule, the State Fair Calendar and the Sponsorship Sales Report. Copies are on file for review.

Director Engel reported there is a date change for Perfect Attendance Day; the date has changed to Tuesday, July 19 from Wednesday, July 20.

Director Engel reported there are still openings for the Board's Cooking Challenge on July 24<sup>th</sup>.

**b. Horse Racing Committee Reports**

Director Beneto reviewed the Staff reports included in the Board packet.

**c. Operations & Planning Staff Reports**

DGM May reviewed the Letter from the County of Sacramento regarding an increase in sewer charges included in the Board packet. Staff is working with the County on updating year-round attendance numbers which should reduce the cost of the increase.

**d. Legislative Committee Report – Chair Gallagher**

Director Hime reported that AB 1204 is now a 2 year bill.

**e. Executive Committee Report – Director Hime**

Chair Gallagher reported on the April 28, 2011 Joint Fairs Committee meeting held at the State Capitol. Fairs are looking to restore Fair Funding to prevent closures of some Fairs.

The Committee is looking for creative ways to keep Fairs open without going to the General Fund.

Director Mlikotin said that the Fairs should receive regulatory relief if they are no longer being funded by the State.

Chair Gallagher agreed and said that the Joint Fairs Committee agrees.

## **8. FINANCIAL REPORTS**

- a. Quarter 1 2011 Financial Reports
- b. Overview of Quarter Results Relative to Prior Year
- c. Quarter 1 2011 Racing P&L
- d. Quarter 1 2011 Racing P&L by Area
- e. 2011 Fund Balance Update
- f. Cash Forecast – Current
- g. 2011 Accounts Receivable Aging - Current
- h. Contracts/Purchases Requiring Board Notification
- i. Contract/Purchases Requiring Board Approval

Vice Chair Stacey reviewed the Financial Reports included in the Board packet. Staff distributed to the Board copies of the Overview of Quarter Results Relative to Prior Year, Quarter 1 2011 Racing P&L, Quarter 1 2011 Racing P&L by Area, 2011 Fund Balance Update, Cash Forecast-Current, and the 2011 Accounts Receivables Report. Copies are attached and made part of the record.

Vice Chair Stacey complimented Staff on the financial analysis of Horse Racing and said the Committee hopes to see more enterprise accounting.

### **Motion:**

It was moved by Director Hime and seconded by Director Beneto to approve the Quarter 1 2011 Financial Reports, Overview of Quarter Results Relative to Prior Year, Quarter 1 2011 Racing P&L, Quarter 1 2011 Racing P&L by Area, 2011 Fund Balance Update, Cash Forecast-Current, 2011 Accounts Receivables Report and the Contracts/Purchases Requiring Board Approval. **All in favor, motion carried.**

## **9. CONSENT CALENDAR**

- a. Review for Board Approval Staff Recommendation of the 2011 Golden Bear Award Recipient

GM Bartosik recommended the Friends of the California State Fair, Executive Director Harry Moos be awarded this year's 2011 Golden Bear Award. The Board thought that Harry is an excellent choice.

### **Motion:**

It was moved by Director Hime and seconded by Director Engel to approve Staff Recommendation of the 2011 Golden Bear Award Recipient, Friends of the California State Fair Executive Director Harry Moos. **All in favor, motion carried.**

## **10. CORRESPONDENCE**

- a. Review the Three Funding Program Agreements for Cal Expo's Racing Program
  - 1. 2010/2011 Equipment Replacement Fund for Satellite Wagering & Live Racing Facilities
  - 2. 2010/2011 Capital Improvements for Live Racing Facilities
  - 3. 2010-2011 Track Safety and Maintenance

GM Bartosik reviewed the Three Funding Program Agreements for Cal Expo's Racing Program.

## **11. UNFINISHED BUSINESS**

- a. Review the Written Update from Consultant, Andy Plescia on Cal Expo Renewal Project

DGM May reviewed the Written Update from Consultant, Andy Plescia on Cal Expo Renewal Project included in the Board packet.

## **12. NEW BUSINESS**

- a. Review for Approval California State Fair Updated Animal Welfare Practices and Livestock Escape Prevention and Capture Planning Guidelines
- b. Review for Approval California State Fair Police General Order Livestock Escape Prevention and Capture

Chair Gallagher reminded everyone that the Board's direction to Staff was to evaluate what went wrong with the escape of the cow and put procedures in place to correct it from happening again. The Board is not considering the fate of the Livestock Nursery Exhibit. The Livestock Nursery Exhibit program will be offered again in 2011.

Chair Gallagher summarized the discussions at the two Agriculture Advisory Council sub-committee meetings chaired by George Gough and attended by many people and organizations including representatives of University of California, Davis (UCD) and California Department of Food & Agriculture (CDFA).

GM Bartosik reviewed agenda items 12a and 12b and reported on the following changes recommended by the sub-committee and the State Fair, Agriculture & Marketing Committee. These include a public safety statement, adding the words "or personal injury" to page NB 19, and changing the word " may" to "should" on page NB 4, other changes will include requiring exotic animal handlers to be licensed by USDA and have an escape prevention and capture plan. Reference to the VMTH on page NB 4 will be replaced with the State Veterinarian.

GM Bartosik said Cotton Rosser has offered to provide two wranglers on horseback to help retrieve a loose animal.

**Motion:**

It was moved by Vice Chair Stacey and seconded by Director Engel to approve the Updated California State Fair Animal Welfare Practices; the Livestock Escape Prevention and Capture Planning Guidelines; and the California State Fair Police General Order Livestock Escape Prevention and Capture.

Chair Gallagher reported that 616 emails have been received commenting on the horrific incident with the pregnant cow being shot and asking that the Livestock Birthing program be discontinued.

Public Comments

Jennifer Fearing, The Humane Society of the United States

Ms. Fearing asked that a committee be formed to study the exhibit. Ms. Fearing said that adopting 12a and 12b is a positive step but asked for more protocols for exotic animals. Ms. Fearing distributed to the Board a HSVMA Birthing Exhibits at State or County Fairs report. A copy is attached and made part of the record.

Chair Gallagher called for the vote from the Board on the motion. **All in favor, motion carried.**

**13. MATTERS OF INFORMATION**

a. Public Comments

Camilla Kendall

Ms. Kendall asked that the live birthing exhibit be discontinued and disagrees with the UCD veterinarians that pregnant animals are not harmed in transport.

David Middlesworth, United Animal Nations (UAN) and People for the Ethical Treatment of Animals (PETA)

Mr. Middlesworth said no cow would vote to deliver its calf in a public forum just as no woman would vote to deliver her baby in public.

Jan Weeks

Ms. Weeks read the email she sent to the Board which asked that video technology replace live births.



Annie Hudson

Ms. Hudson also supports use of technology. Cows should have the right to privacy and quiet when giving birth.

Kayte Fisher

Ms. Fisher also opposes live births and supports the use of technology.

Jennifer Fearing, The Humane Society of the United States and Rosemary Frieborn, Friends of Placer County Animal Shelter

Ms. Fearing and Ms. Frieborn reviewed a power point slide presentation which is attached and made part of the record.

Ms. Frieborn asked the Board to direct Staff to convene a forum to implement the vision presented in the slide presentation.

Directors Engel and Nakase left at 2:30 p.m.

Chair Gallagher thanked everyone for their comments.

b. Directors' Comments

The Board had none.

c. Manager's Comments

GM Bartosik commented that the next Board Meeting is scheduled on June 24<sup>th</sup>.

d. Next Board Meeting – **Friday, June 24, 2011**

e. Other, if any

Chair Gallagher thanked Butler Amusements for the lunch they provided and the celebration of the Grand Opening of the Michael Jackson's Bumper Cars Ride.

Cortez Quinn, Representative for Assembly Member Roger Dickinson, reported on the Joint Fairs Committee Meeting and reported that Assemblymember Roger Dickinson was appointed Vice Chair of the Joint Fairs Committee. Mr. Quinn also introduced Russell Collins Stiger, Representative for Senator Darrell Steinberg.

Randy Brink provided his report.

#### 14. ADJOURNMENT

**Motion:**

It was moved by Director Hime and seconded by Director Mlikotin to adjourn the Board of Directors meeting. **All in favor, motion carried.**

The Board of Directors meeting was adjourned at 2:40 p.m.

## **Birthing Exhibits at State or County Fairs**

Exhibits where fair spectators view animals giving birth are problematic from both an animal welfare and human health and safety perspective. Scientific studies, international guidelines, industry recommendations, and the veterinary medical literature all provide evidence that parturition exhibits, and the associated transport of pregnant animals to the exhibit location, are risky and should be put to an end.

### **Welfare concerns with the transport of pregnant animals**

Animals used in birthing exhibits must first be transported from their homes to the fair grounds. Loading onto a truck and travel in a motorized vehicle is a stressful experience for animals. Known stressors include handling, unfamiliar conditions, novelty, noise, restraint, loading and unloading, changes in acceleration, and vibration due to motion.<sup>1,2,3,4,5</sup> Combined transport-related stressors can depress the immune system and increase heart and respiration rate, body temperature, and blood cortisol concentration.<sup>6,7</sup> Sudden stops or starts can cause animals to fall in the trailer.<sup>8,9</sup> Stress is compounded by a range of physical conditions, and animals in late-term gestation are more fragile and susceptible to illness or injury than their non-gravid herd mates.

Given that transport is stressful and that compromised animals may be at greater risk, international transport guidelines often restrict movement of vulnerable animals. The World Organization for Animal Health, comprised of 174 member countries including the United States, formulates standards for disease control and animal welfare. These standards are put forth in the Terrestrial Animal Health Code. Article 7.3.7. of the Code explains that animals who are unfit for the journey, such as animals who are sick, injured, disabled, or blind, for example, should not be transported. Additionally in the list of conditions which preclude transport, the guidelines specifically state, “Animals that are unfit to travel include ...pregnant animals which would be in the final 10% of their gestation period at the planned time of unloading”. The guidelines further state that “females travelling without young which have given birth within the previous 48 hours” are also unfit for transport.<sup>10</sup> Thus animals traveling to and from birthing exhibits at the fair would not meet internationally agreed upon guidelines for the welfare of transported animals.

Many individual countries have also issued guidelines which specifically discourage the transport of near-term, pregnant animals and their newborn offspring. The *Recommended Code of Practice for the Care and Handling of Farm Animals: Transport* put forth by the Canadian Agri-Food Research Council specifically states that pregnant and very young animals are in a condition that would “compromise the ability of animals to be transported without suffering”.<sup>11</sup> The Department for Environment, Food, and Rural Affairs in the United Kingdom provides guidance on “fitness for transport” and states:

1. No animal shall be transported unless it is fit for the intended journey, and all animals shall be transported in conditions guaranteed not to cause them injury or unnecessary suffering.
2. Animals that are injured or that present physiological weaknesses or pathological processes shall not be considered fit for transport and in particular if:
  - ... they are pregnant females for whom 90 % or more of the expected gestation period has already passed, or females who have given birth in the previous week;
  - ...they are newborn mammals in which the navel has not completely healed;<sup>12</sup>

Within the United States, industry and research guidelines and university extension recommendations echo the international standards. For example, the *Animal Care Manual* for the National Milk Producers Federation asserts that, “...cows near expected calving date should not be shipped, unless being transported for a medical emergency.” And in their *Animal Care Series: Goat Care Practices*, the University of California extension has written, “[a]nimals in late gestation should be transported only when necessary, and with extreme care, to protect both the doe and fetus.”<sup>13</sup> The *Guide for the Care and Use of Agricultural Animals in Research and Teaching* clearly states that “[t]he safety and comfort of the animal should be the primary concerns in the transportation of any animal... Animals that are nearing the time of parturition should not be transported.”<sup>14</sup> Clearly, there is general agreement among professionals that an animal who is about to give birth should not be transported.

### **The welfare of animals in parturition exhibits**

The environment in which animals give birth can influence the progression of parturition and the viability of the newborn. Under natural range conditions, preparturient cows,<sup>15,16</sup> pigs,<sup>17</sup> sheep and goats<sup>18</sup> usually leave the rest of the herd to give birth in a quiet, isolated location. In contrast, close confinement in an unfamiliar environment can increase the risk of birthing complications and the stillbirth rate of calves.<sup>19,20</sup> Disturbances can cause heifers to become

apprehensive, nervous, timid or aggressive. Unusual noises or movement can excite these animals, inhibiting contractions and the normal progression of labor.<sup>21,22</sup> While supervision of the birthing process by trained attendants to assist in medical emergencies is warranted, such supervision should be discrete,<sup>23,24</sup> and should not result in undue stress.

The special care and attention needed by periparturent cows is specifically recognized by the University of California, Davis in extension materials published through the school of Veterinary Medicine. One set of guidelines states that the “[h]ealth and comfort of the cows and calves should be the main consideration. Calving is a high risk event in terms of cow health and is associated with most of the health problems requiring treatment.” And the need of cows for isolation and to remain free of unnecessary disturbances is mentioned throughout the document.<sup>25</sup>

The health concerns for animals in birthing exhibits are numerous. On the farm, animals would normally be protected by biosecurity measures instituted to prevent the introduction of an infectious disease. An important component of biosecurity is limiting the number of visitors that enter animal holding facilities. Disinfectant foot baths, coveralls, and sometimes even shower-in/shower-out steps may be instituted to limit the introduction of infectious pathogens. In contrast, at a fair, where hundreds or even thousands of individual visitors may enter animal facilities, many of the key biosecurity precautions go unobserved. Newborn animals have little immunity to disease, and they may be especially vulnerable to the abundance of pathogenic organisms potentially carried in by the public.

### **Human health and safety concerns**

Not only is the well-being of the animals a concern, but there are also human disease and safety considerations associated with birthing exhibits. For example, Q fever (query fever) is a bacterial infection caused by the pathogen, *Coxiella burnetii*.<sup>26</sup> It is common in farm animals,<sup>27</sup> and cattle, sheep, and goats are the most likely carriers.<sup>28</sup> The bacterium causing Q fever is excreted during the birthing process, as it is present in the fetal fluids and placenta. The common mode of transmission is through dissemination of Coxiellae in dust particles,<sup>29</sup> and infection occurs by direct contact with birth fluids, or by inhalation<sup>30</sup> of contaminated aerosols, including dried placental materials. Humans are usually highly susceptible,<sup>31</sup> and the infective dose may be as low as a single organism.<sup>32</sup> In a 2001 report, 95 confirmed cases and 41 hospitalizations due to a Q fever outbreak were linked to sheep and goats giving birth at petting zoos.<sup>33</sup> Q-fever can also affect other animals housed in the same barn, with one reported case

causing abortion storms in five different goat herds after animals exposed at the Royal Winter Fair in Toronto were returned to the farm.<sup>34</sup> Fair exhibits attended by people with no prior exposure history presents very real human health risks.

The escape of the frightened, disoriented, pregnant cow on July 27, 2010 at the California State Fair was a reminder that large animals can put human spectators at risk. The physiological state of the near term cow, whose natural inclination would be to seek privacy and solitude far from the chaos of the busy fair grounds, could make her more likely to panic. The Fair's Deputy General Manager, Brian May, acknowledged in a television interview, "these animals are very unpredictable, as I've been told by the veterinarians from UC Davis. The fact that the animal was pregnant and very close to delivering changes the animal's temperament."<sup>35</sup> As the newspaper media reported, the "1,200-pound cow became agitated, fled and was temporarily corralled. When she bolted again, knocking over an officer, Cal Expo police judged her a danger to the thousands of employees and animal handlers already milling through the fairgrounds."<sup>36</sup> Human health and animal welfare often go hand in hand, and this is a clear example. Birthing exhibits are simply unacceptable from an animal welfare and public safety standpoint, and any benefit of learning for the audience can be achieved effectively by the use of a good quality videographic exhibit in their place.

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<sup>2</sup> Warriss PD. 1998. The welfare of slaughter pigs during transport. *Animal Welfare* 7:365-81.

<sup>3</sup> Schrama JW, van der Hel W, Grossen J, Henken AM, Verstegen MWA, and Noordhuizen JPTM. 1996. Required thermal thresholds during transport of animals. *The Veterinary Quarterly* 18(3):90-5.

<sup>4</sup> Trunkfield HR and Broom DM. 1990. The welfare of calves during handling and transport. *Applied Animal Behaviour Science* 28:135-52.

<sup>5</sup> Swanson JC and Morrow-Tesch J. 2001. Cattle transport: historical, research, and future perspectives. *Journal of Animal Science* 79(Suppl. E.):E102-9.

<sup>6</sup> Knowles TG. 1999. A review of the road transport of cattle. *The Veterinary Record* 144:197-201.

<sup>7</sup> Fike K and Spire MF. 2006. Transportation of cattle. *Veterinary Clinics of North America-Food Animal Practice* 22:305-20.

<sup>8</sup> Grandin T. 2000. Perspectives on transportation issues: The importance of having physically fit cattle and pigs. *Journal of Animal Science* 79 (E Suppl.).

[www.grandin.com/behaviour/perspectives.transportation.issues.html](http://www.grandin.com/behaviour/perspectives.transportation.issues.html). Accessed August 13, 2010.

<sup>9</sup> Lambooij E. 2007. Transport of pigs. In: Grandin T (ed.), *Livestock Handling and Transport*, 3rd Edition (Cambridge, MA: CABI, pp. 228-44).

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- <sup>10</sup> World Organisation for Animal Health. Terrestrial Animal Health Code, Chapter 7.3, Transport of Animals by Land. [www.oie.int/eng/normes/mcode/en\\_chapitre\\_1.7.3.htm](http://www.oie.int/eng/normes/mcode/en_chapitre_1.7.3.htm). Accessed August 17, 2010.
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- <sup>12</sup> Department for Environment, Food, and Rural Affairs. Welfare of Animals During Transport Guidance Notes. [www.defra.gov.uk/foodfarm/farmanimal/welfare/transport/documents/fitness2a.pdf](http://www.defra.gov.uk/foodfarm/farmanimal/welfare/transport/documents/fitness2a.pdf). Accessed August 20, 2010.
- <sup>13</sup> University of California, Davis, Cooperative Extension. 2000. Animal Care Series: Goat Care Practices. [www.vetmed.ucdavis.edu/vetext/INF-GO\\_CarePrax2000.pdf](http://www.vetmed.ucdavis.edu/vetext/INF-GO_CarePrax2000.pdf). Accessed August 17, 2010.
- <sup>14</sup> Federation of Animal Science Societies. 2010. Guide for the Care and Use of Agricultural Animals in Research and Teaching, p.54. [www.fass.org/docs/agguide3rd/Chapter05.pdf](http://www.fass.org/docs/agguide3rd/Chapter05.pdf). Accessed August 20, 2010.
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- <sup>16</sup> Tucker CB. 2009. Behaviour of Cattle. In: Jensen P (ed.) The Ethology of Domestic Animals, 2nd Edition (Wallingford, U.K.: CAB International, pp.151-60).
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- <sup>18</sup> Dwyer C. 2009. The behaviour of sheep and goats. In: Jensen P (ed.) The Ethology of Domestic Animals, 2nd Edition (Wallingford, U.K.: CAB International, pp.161-76).
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- <sup>22</sup> Battaglia RA. 2006. Handbook of Livestock Management (Columbus, OH: Upper Saddle River, p. 144).
- <sup>23</sup> Mee JF. 2004. Managing the dairy cow at calving time. Veterinary Clinics of North America. Food Animal Practice 20(3):521-46.
- <sup>24</sup> Mee JF. 2008. Newborn dairy calf management. Veterinary Clinics of North America. Food Animal Practice 24(1):1-17.
- <sup>25</sup> University of California Cooperative Extension. Undated. Dairy Care Practices: Animal Care Series, Dairy Workgroup. [www.vetmed.ucdavis.edu/vetext/inf-da/inf-da\\_careprax3.html](http://www.vetmed.ucdavis.edu/vetext/inf-da/inf-da_careprax3.html). Accessed August 18, 2010.
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<sup>32</sup> Tigertt WD, Benenson AS, and Gochenour WS. 1961. Airborne Q fever. Microbiology and Molecular Biology Reviews 25(3):285-93.

<sup>33</sup> National Center for Infectious Disease. 2005. Compendium of Measures To Prevent Disease Associated with Animals in Public Settings. [www.cdc.gov/mmwr/preview/mmwrhtml/rr5404a1.htm](http://www.cdc.gov/mmwr/preview/mmwrhtml/rr5404a1.htm). Accessed August 20, 2010, citing Milford F, Vibien A, Lambert L, Morin M, Petit G, and Trottier J. 2001. Large Q-fever outbreak related to exposure to petting zoos in two shopping malls. Programs and abstracts of the 51st Annual Conference on Diseases in Nature Transmissible to Man, June, Austin, TX.

<sup>34</sup> Sanford SE, Josephson GKA, and MacDonald A. 1994. *Coxiella burnetii* (Q fever) abortion storms in goat herds after attendance at an annual fair. Canadian Veterinary Journal 35:376-8.

<sup>35</sup> Brian May on CBS13. July 28, 2010. <http://cbs13.com/video/?id=75883@kovr.dayport.com>. Accessed August 20, 2010.

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## Live Births at Fairs: Goals

- Connect urban Californians with agriculture
- Teach “the miracle of birth”
- Promote California agriculture
- Engage & promote UC Davis School of Vet Med
- Preserve tradition



Presentation to Cal Expo Board of Directors - April 2011

## Live Births at Fairs: Problems

- Inherent animal welfare tradeoffs
  - Transport issues
  - Stress associated with pregnancy/delivery
  - Unfamiliar environment; natural behaviors thwarted
- Not consistent with standard on-farm practices
- Unproven educational value
- Controversy/negative public relations
- Potential for legislative reaction



Presentation to Cal Expo Board of Directors - April 2011

## Live Births at Fairs: Challenges

### Connect

- Declining fair attendance (2010 = 100K fewer attendees than 2001); 2% of Californians attend; low odds of witnessing a birth

### Teach

- Few births throughout fair's duration; distractions by other Fair activities; alternatives available

### Promote

- Many ways to promote ag; limited reach; more engaging exhibits; controversy; some people uncomfortable/disturbed

### Engage

- Limited staff and student availability during Fair; pet-wellness exhibits would connect better with public; focus on exhibits that aid future vet (large and small animal) recruitment

### Preserve

- Change is natural, part of progress; not a viable excuse; public's taste and technology are changing; Fair loses opportunities to reach public; even the best exhibits evolve

Presentation to Cal Expo Board of Directors - April 2011

## A New Vision for the Future

- Examples of successful exhibits
- Efficiency/reach of web technology
- Opportunity to reach more Californians
- Synergy with existing industry efforts & on-farm practices
- Vitalizing the State Fair to reach today's youth
- Avoiding unnecessary and ongoing controversy
- Request



Presentation to Cal Expo Board of Directors - April 2011

## Examples of successful exhibits



**Kids Bugging Out Over State Fair Bug Exhibit**

Presentation to Cal Expo Board of Directors - April 2011

## Power of web technology

**Now: More than 20 web cams throughout National Zoo**



Smithsonian  
National Zoological Park

**2005: 1<sup>st</sup> web cam panda birth - 7 million viewers**

Presentation to Cal Expo Board of Directors - April 2011





## Power of web technology



Soaring with the eagles

White Bear native produces Internet sensation

by Mark Nicklawske

Regional Editor

Tuesday, April 26, 2011



"It has just struck a chord," said Anderson. "It's just a positive, a real feel-good thing for people. We were fortunate enough to install the new cameras and when you can get this tight of shots, it's just an amazing thing to watch."

The Decorah eagle cam has registered more than 50 million views this year and YouTube highlights of an April 6 eaglet hatching has more than half a million hits. The live streaming video has been watched in more than 130 countries and teachers all over the world are using it in their lesson plans.

Presentation to Cal Expo Board of Directors - April 2011

## Efficiency/reach of web technology

- Inexpensive
- Quick to set up
- Easy to promote
- Viral potential
- California & beyond
- Innovative
- It's where the people are!



Presentation to Cal Expo Board of Directors - April 2011

## Opportunity to reach more Californians

- Online 24/7 "Cow Cam"
  - What to expect when she's expecting (12-16 week lead-up – or launch on Mother's Day)
  - Educational and advertising sidebars
  - Social marketing promotion (Facebook, Twitter, etc.)
- Statewide "Calf-Naming" Contest
  - Winner gets trip w/family to Fair to meet calf
  - Create huge spectacle of bringing calf & mom
- Attract / re-engage fairgoers
- Engage and educate non-fairgoers
- Lots of educational & positive PR potential



Presentation to Cal Expo Board of Directors - April 2011

## Synergy with existing industry efforts and on-farm practices



Presentation to Cal Expo Board of Directors - April 2011



## Vitalizing the Fair to reach today's youth

- Reach kids where they are
- Potential for curriculum development/schools
- Realistic prospects for learning



Presentation to Cal Expo Board of Directors - April 2011

## Avoiding Unnecessary Controversy

change

NEWS

### Live Births at California State Fair May Continue Despite Last Year's Tragedy

by LA 10/10/10 (April 10, 2011)

Topic: Animal Welfare & Environment Fair/Farming view count 200 interest 1 share 10X



At the California State Fair, visitors can see a variety of farm animals, including cows, pigs, and chickens. The fair also features a variety of rides and games.

For many years, the fair has been a popular destination for families. However, in recent years, there has been a growing concern about the treatment of animals at the fair. In 2010, a cow named "Bessie" died after being kept in a small, crowded enclosure for several days. This incident sparked a debate about whether live animals should be allowed at the fair.

Animal advocates say that the fair is a place where animals are treated poorly. They argue that the animals are kept in small, crowded enclosures and are often subjected to stress and neglect. They also say that the fair is a place where animals are often killed for food or for other purposes.

**Gary Bogue**  
Pets and Wildlife

"How much will it cost for a show of that size? It's not a fair, it's a circus."

**Animal welfare issues at the California State Fair**

by Gary Bogue

Published: April 10, 2011. The California State Fair is a popular destination for families.



Presentation to Cal Expo Board of Directors - April 2011

## Request

1. Direct staff to convene stakeholders group to develop new vision for meeting goals
2. Set a timeline for reporting progress to Board
3. Don't waste time and resources defending the status quo
4. Commit to implementing the new vision

Presentation to Cal Expo Board of Directors - April 2011

**State of California**

**California Exposition & State Fair  
1600 Exposition Blvd.  
Sacramento, California 95852  
Tel: (916) 263-3282  
Fax: (916) 263-7983  
Email: [dmcilwain@calexpo.com](mailto:dmcilwain@calexpo.com)**

## **MEMORANDUM**

**Date:** April 29, 2011

**To:** Board of Directors  
California Exposition & State Fair

**Via:** Norbert J. Bartosik, General Manager/CEO  
California Exposition & State Fair

**From:** Dana McIlwain, Chief Financial Officer  
California Exposition & State Fair

Subsequent to the preparation and delivery of the Board packet which included the 2010 Racing P&L, it has been determined that the 6% excess funds accruals, which impact harness revenue, were over-estimated in 2010. The estimates had been developed using historical data. The actual payment fell short by \$226,862, half of which would have been revenue to Cal Expo with the other half going toward purse overpayment reduction.

The impact to the 2010 Racing P&L is a decrease in harness revenue. The adjusted net income for Harness and Racing in total (before depreciation) is \$300,584 and \$449,882 respectively. After depreciation, the net loss for Harness and Racing in total is (\$114,008) and (\$119,434).



**State of California**

**California Exposition & State Fair  
1600 Exposition Blvd.  
Sacramento, California 95852  
Tel: (916) 263-3282  
Fax: (916) 263-7983  
Email: dmcilwain@calexpo.com**

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**Via:** Norbert J. Bartosik, General Manager/CEO  
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**From:** Dana McIlwain, Chief Financial Officer  
California Exposition & State Fair

Comparative analysis of operations for Quarter 1, 2011 and 2010

**Revenue:**

There was an overall 6% decrease (\$213,821) in revenue in 2011, primarily due to a 12% drop in harness and simulcast revenues. Dave may wish to discuss this further.

**Expenses:**

Overall expenses decreased 7% (\$324,593) in comparison to prior year.

The larger changes were:

- 1) Salaries and benefits decreased 6% (\$170,000) in 2011 due to a lag in the start of hiring season for the State Fair temporary help.
- 2) General/Admin decreased 39% (\$80,000) due to timing of posting racing impact fees.
- 3) Advertising decreased 64% (\$46,000) due to timing of payments to Ad agency.
- 4) Insurance decreased 12% (\$27,000) due to an improved loss experience resulting in a lower rate for 2011.
- 5) Data Processing decreased 45% (\$35,000) due to budget cuts.
- 6) Utilities increased 17% (\$38,000) due to rate increases.

Even though the Agency had an operating loss of \$408,868 (before depreciation), as a percentage of revenue, the 2011 loss was smaller (11%) than the 2010 loss (13%).

CALIFORNIA EXPOSITION & STATE FAIR  
RACING Profit and Loss for Quarter 1 2011

Row		HARNESS	SF RACING	SIMULCAST	TOTAL
		2011	2011	2011	2011
	<b>REVENUE</b>				
1	Simulcast			253,789	253,789
2	State Fair Racing				0
3	Harness	1,395,336			1,395,336
4	Harness-Reimbursables	203,375			203,375
5	Equipment Replacement Fund				0
6	<b>Total Revenue</b>	\$ 1,598,711	\$ -	\$ 253,789	\$ 1,852,500
7	<b>EXPENSES</b>				
8	<u>Personal Services</u>				
9	Salaries & Wages	530,004		19,094	549,098
10	Benefits	192,217		6,925	199,142
11	<b>Total Personal Services</b>	722,221	0	26,019	748,240
12	<u>Operating Expenses</u>				
13	General Expenses	49,569		35,901	85,470
14	Advertising				0
15	Printing	665		489	1,154
16	Telecommunications			20	20
17	Postage	93			93
18	Insurance	32,175			32,175
19	Travel - Instate			69	69
20	Travel - Out of State			444	444
21	Training				
22	Facilities Operations	10,095		170	10,265
23	Utilities	121,648		16,695	138,343
24	Prof Serv - Internal				
25	Prof Serv - External	316,796		23,029	339,825
26	Consol Data Center				
27	Data Processing				
28	Entertainment				
29	Judging Fees				
30	Premiums				
31	Contr Pay - Harness				
32	State Admin Costs				
33	Admissions*			11,775	11,775
34	Law Enforcement/Security*	10,044		32,555	42,600
35	Maintenance*	9,001		15,867	24,869
36	Event Services (Janitorial)*	3,330		35,248	38,578
37	Overhead	85		27	112
38	<b>Total Operating Expenses</b>	\$ 553,501	\$ -	\$ 172,290	\$ 725,792
39	<b>TOTAL EXPENSES</b>	\$ 1,275,722	\$ -	\$ 198,309	\$ 1,474,031
40	<b>PROFIT (LOSS)</b>	\$ 322,989	\$ -	\$ 55,480	\$ 378,469
42	Depreciation Expense	122,347		19,422	141,769
43	Capital Improvements				
44	Equipment				0
45	<b>CHANGES IN RESERVES</b>	\$ 200,642	\$ -	\$ 36,058	\$ 236,700

\*Note: 2011 includes benefits @18%

Summary of On-going adjustments to the Fund Balance  
For the year 2011.

FA - 15

\*unaudited

California Exposition and State Fair  
 Analysis and Forecast of Cash Flow for 2010 and 2011  
 (A=actual, F=forecasted)

Year/Month		Receipts	Disbursements	Cash Balance
<b>2010</b>			Beginning balance 1/1/2010	\$ 2,695,553
January	A	\$ 1,623,230	\$ 2,584,404	1,734,379
February	A	2,236,858	2,280,276	1,690,961
March	A	3,022,166	2,631,649	2,081,478
April	A	1,597,673	2,194,419	1,484,732
May	A	3,057,672	2,356,024	2,186,380
June	A	3,295,263	2,867,581	2,614,062
July	A	8,897,385	4,512,990	6,998,457
August	A	3,475,058	4,727,476	5,746,039
September	A	651,642	2,928,055	3,469,626
October	A	1,803,782	1,679,686	3,593,722
November	A	2,296,380	2,486,060	3,404,042
December	A	1,768,198	2,888,331	2,283,909
TOTALS		\$ 33,725,307	\$ 34,136,951	
<b>2011</b>			Beginning balance 1/1/2011	\$ 2,283,909
January	A	\$ 2,463,221	\$ 2,717,092	2,030,038
February	A	926,673	1,406,962	1,549,749
March	A	2,064,130	2,622,879	991,000
April	F	1,965,923	2,176,419	780,504
May	F	2,975,922	2,338,024	1,418,402
June	F	3,213,513	2,849,581	1,782,334
July		8,897,385	4,512,990	6,166,729
August		3,475,058	4,727,476	4,914,311
September		651,642	2,928,055	2,637,898
October		1,803,782	1,679,686	2,761,994
November				
December				
TOTALS		\$ 28,437,249	\$ 27,959,164	

Assumptions:

Receipts

Events will closely follow Q1 and Q2 of 2010. The impact of changes from 2010 to 2011 is negligible: Q1 (\$17,390) and Q2 \$30,000.

Harness racing and simulcast wagering is forecast to be down 24% collectively. Receipts have been reduced by \$81,750 per month.

Disbursements

Payroll costs adjusted for increase in health benefit premiums and PERS %, and decreased by 4.62% due to the state budget cut.

Payroll costs also reflect a \$40,000/month reduction in temporary help costs.

Accounts payable decreased \$90,000/month to reflect a decrease in capital outlay in relation to corresponding quarters in 2010.

CALIFORNIA EXPOSITION & STATE FAIR

MWARD

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AGED BY DUE DATE

Wed 4/27/2011 11:01:29 AM

PAGE 1

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CUSTOMER

OVER 30 OVER 60 OVER 90  
3/01/2011 2/01/2011 UP TO  
3/31/2011 2/28/2011 1/31/2011

DATE TRM INVOICE ----PO/UDF INFORMATION---- BALANCE

----- SALESPERSON: MKT MARKETING

CARLS2 CARL KARCHER ENTERPRISES, INC CREDIT RATING:  
4/20/2011 45 13707 2011 CSF SPONSORSHIP 12,500.00

TOTALS: 12,500.00  
CROCS CROCS, INC. CREDIT RATING:  
4/20/2011 10 13706 2011 EXHIBIT SPC AGREEMN 11,000.00

TOTALS: 11,000.00  
DODGE CHRYSLER DODGE CREDIT RATING:  
7/25/2010 0 13065 10 SF SPONSORSHIP \* 30,800.00  
11/05/2010 30 FC-1105 987.00  
12/09/2010 30 FC-1209 987.00  
1/11/2011 30 FC-0111 987.00

TOTALS: 33,761.00 987.00 32,774.00  
GENMOT GENERAL MOTORS,CHEVROLET MOTOR DIVISION CREDIT RATING:  
2/18/2011 65 13604 11CSF SPONSORSHIP 180,000.00

TOTALS: 180,000.00  
PACEBA PACE BATHROOMS, INC. CREDIT RATING:  
7/26/2010 0 13068 10SF SPONSORSHIP \* 5,250.00 5,250.00  
11/05/2010 30 FC-1105 240.00 240.00  
12/09/2010 30 FC-1209 240.00 240.00  
1/11/2011 30 FC-0111 120.00 120.00

TOTALS: 5,850.00 120.00 5,730.00  
PRIME PRIME ONE PRIME DIREC INC CREDIT RATING: HOLD  
6/24/2010 10 12967 10 CSF SPONSORSHIP 18,000.00 18,000.00  
8/25/2010 30 13182 10CSF PARKING PASSES 300.00 300.00  
9/24/2010 30 FC-0924 270.00 270.00  
11/05/2010 30 FC-1105 274.50 274.50  
1/11/2011 30 FC-0111 274.50 274.50

TOTALS: 19,119.00 274.50 18,844.50  
TRINCH TRINCHERO FAMILY ESTATES CREDIT RATING:  
4/01/2011 30 13686 2011SF WOD SPONSOR 17,500.00

TOTALS: 17,500.00

TOTALS FOR MKT 279,730.00 1,381.50 57,348.50

FA-17

## CALIFORNIA EXPOSITION &amp; STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

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CUSTOMER

OVER 30 OVER 60 OVER 90

3/01/2011 2/01/2011 UP TO

3/31/2011 2/28/2011 1/31/2011

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DATE TRM INVOICE -- PO/UDF INFORMATION--- BALANCE

----- SALESPERSON: MSC MISC SALESPERSON

CASILB BRENDA CASILLAS

CREDIT RATING: HOLD

7/22/2010 0 NSF-CK-516 NSF-CK-516

64.95

64.95

TOTALS:

64.95

64.95

FRITKA KAREN E. FRITZLER

CREDIT RATING: HOLD

1/23/2009 0 NSF-CK-1003

205.00

205.00

TOTALS:

205.00

205.00

GOMEZD DAVID GOMEZ

CREDIT RATING: HOLD

7/30/2010 0 NSF-CK-113 NSF CK-113

64.95

64.95

TOTALS:

64.95

64.95

LUTZPH PHYLLIS LUTZ

CREDIT RATING: HOLD

8/10/2010 0 NSF-CK-1523 NSF-CK-1523

104.90

104.90

TOTALS:

104.90

104.90

OFFIC3 OFFICE OF TRAFFICE SAFETY

CREDIT RATING:

11/16/2010 30 13431 4TH QTR (JUL-SEP) REIMB

2,682.24

\*

2,682.24

TOTALS:

2,682.24

2,682.24

SACCO SACRAMENTO COUNTY

CREDIT RATING:

3/31/2011 30 13695 1ST QTR 2011

96.75

TOTALS:

96.75

SACFAI 52ND DISTRICT AGRICULTURAL ASSN

CREDIT RATING:

4/01/2011 30 13679 11APR UTILITY

75.00

TOTALS:

75.00

SOUVAN ANNY SOUVANNARATH

CREDIT RATING: HOLD

7/28/2010 0 NSF-CK-110 NSF CK110

64.95

64.95

TOTALS:

64.95

64.95

THOMFA FAITH THOMAS

CREDIT RATING: HOLD

7/12/2010 0 NSF-CK-404 NSF-CK-404

64.95

64.95

TOTALS:

64.95

64.95

TOTALS FOR MSC

3,423.69

3,251.94

FA-18

CALIFORNIA EXPOSITION & STATE FAIR

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Wed 4/27/2011 11:01:30 AM

PAGE 3

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CUSTOMER

OVER 30 OVER 60 OVER 90

3/01/2011 2/01/2011 UP TO

3/31/2011 2/28/2011 1/31/2011

DATE TRM INVOICE ----PO/UDF INFORMATION---- BALANCE

----- SALESPERSON: OPS OPERATIONS/INTERIM EVENTS

AFRICC	AFRICAN CULTURAL FESTIVAL	CREDIT RATING:	
10/07/2010 30	13331 AFRICAN CUTURAL FESTIVAL	2,266.00	2,266.00
3/01/2011 0	FC-0301	33.99	33.99
4/01/2011 0	FC-0401	33.99	

TOTALS:		2,333.98	33.99	2,266.00
---------	--	----------	-------	----------

BLAZE	BLAZE INTERNATIONAL	CREDIT RATING: HOLD	
9/15/2009 SF	NSF-CK-220	875.00	

TOTALS:		875.00	
---------	--	--------	--

CAHRB	CALIFORNIA HORSE RACING BOARD	CREDIT RATING:	
4/01/2011 30	13681 11APR.UTILITY	125.10	

TOTALS:		125.10	
---------	--	--------	--

CRAFVI	VIRGIL H. CRAFT	CREDIT RATING: HOLD	
8/07/2009 SF	CE-09-4422	1,293.00	
9/15/2009 0	FC-0915	19.40	19.40
10/15/2009 0	FC-1015	19.40	19.40
11/15/2009 0	FC-1115	19.40	19.40

TOTALS:		1,351.20	58.20
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FAN	OVATIONS	CREDIT RATING:	
3/15/2010 20	12744 SOC1014	3,500.00	3,500.00
3/02/2011 20	13628 HISPANIC DANCE	31,770.70	
3/02/2011 20	13629 JAVA SCOOTER	30.65	
3/02/2011 20	13630 JAVA SCOOTER	159.88	
3/02/2011 20	13631 FIESTAS	221.06	
3/02/2011 20	13632 FRASERS	146.57	
3/02/2011 20	13633 MAUI WOWI	400.86	
3/09/2011 20	13666 HOME AND GARDEN	3,065.25	
3/09/2011 20	13667 GUN SHOW	1,338.11	
3/09/2011 20	13668 MAUI WOWI	266.89	
3/09/2011 20	13669 JAVA II U	474.82	
3/09/2011 20	13670 JAVA II U	378.90	
3/09/2011 20	13671 GRINDERS	793.67	
3/09/2011 20	13672 SWT VALLEY KETTLECORN	269.75	
3/16/2011 20	13662 BOAT & RV SHOW	10,982.47	
3/16/2011 20	13663 MAUI WOWI	552.16	
3/16/2011 20	13664 FIESTAS	303.60	
3/16/2011 20	13665 FIESTAS	917.33	
3/30/2011 20	13687 QUILT & SEWING	1,532.73	
3/30/2011 20	13688 JAVA II U	379.62	
4/06/2011 20	13709	9,757.44	
4/06/2011 20	13710	718.89	

FA-19

## CALIFORNIA EXPOSITION &amp; STATE FAIR

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Wed 4/27/2011 11:01:30 AM

PAGE 4

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CUSTOMER

OVER 30 OVER 60 OVER 90

3/01/2011 2/01/2011 UP TO

3/31/2011 2/28/2011 1/31/2011

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DATE TRM INVOICE ---PO/UDF INFORMATION--- BALANCE

----- SALESPERSON: OPS (CONTINUED)

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FAN OVATIONS (CONTINUED)

4/13/2011 20	13711 CA HOME FLOWER GARDEN SH	498.15
4/13/2011 20	13712 CLOUD NINE-BEIGNET	176.15
4/13/2011 20	13713 MOUI WOWI	358.19
4/13/2011 20	13714 SWEETVALLEY KETTLECORN	124.72
4/13/2011 20	13715 WELLMON CONCESSIONS	500.54
4/20/2011 20	13716 TEA PARTY RALLY	214.82
4/20/2011 20	13717 SAC. KENNEL CLUB	2,264.35
4/20/2011 20	13718 HOT DOGGIN	368.24
4/20/2011 20	13719 FIESTAS	387.96
4/20/2011 20	13720 FIESTAS	140.04
4/20/2011 20	13721 FIESTAS	898.36
4/20/2011 20	13722 RICH'S ICE CREAM	240.96
4/20/2011 20	13723 JAVA II U	1,078.19
4/20/2011 20	13724 JAVA II U	191.90
4/20/2011 20	13725 NORTHERN TERRIER	135.67
4/20/2011 20	13726 SAC. KENNEL CLUB	345.24

TOTALS:		75,884.83	3,500.00
HOPEFO	HOPE FOR THE CAR OWNERS, LLC	CREDIT RATING: HOLD	
8/31/2009 SF	NSF-CK-1182	3,145.00	

TOTALS:		3,145.00	
LEDPAR	LED I PARTNERS, LLC.	CREDIT RATING:	
8/01/2010 60	13112 10 AUG BUYOUT FEE	10,000.00	10,000.00
10/31/2010 60	13414 SEP BUYOUT FEE	10,000.00	10,000.00
12/03/2010 60	13475 10JULY FEE	10,820.25	10,820.25
12/03/2010 60	13476 10AUG FEE	9,855.00	9,855.00
12/03/2010 60	13477 10 SEP FEE	6,898.50	6,898.50

TOTALS:		47,573.75	27,573.75 20,000.00
NAACPS	NAACP-SACRAMENTO BRANCH	CREDIT RATING:	
9/13/2010 30	13273 RHYTHM & BLUES FESTIVAL	9,518.75	9,518.75
12/09/2010 0	FC-1209	142.78	142.78
1/11/2011 0	FC-0111	142.78	142.78
3/01/2011 0	FC-0301	142.78	142.78

TOTALS:		9,947.09	142.78 9,804.31
NEIGHB	THE NEIGHBORHOOD ASSISTANCE CORP OF AME	CREDIT RATING:	
10/27/2010 30	13372 SAVE THE DREAM TOUR *	557.00	557.00
1/11/2011 30	FC-0111	478.59	478.59
3/01/2011 30	FC-0301	8.36	8.36
4/01/2011 30	FC-0401	8.36	

FA-20



## CALIFORNIA EXPOSITION &amp; STATE FAIR

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Wed 4/27/2011 11:01:30 AM

PAGE 5

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CUSTOMER

OVER 30 OVER 60 OVER 90

3/01/2011 2/01/2011 UP TO

3/31/2011 2/28/2011 1/31/2011

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DATE TRM INVOICE ----PO/UDF INFORMATION---- BALANCE

----- SALESPERSON: OPS (CONTINUED)

NEIGHB

THE NEIGHBORHOOD ASSISTANCE CORP OF AME (CONTINUED)

-----

TOTALS: 1,052.31 8.36 478.59 557.00

PALENT PALACE ENTERTAINMENT/FESTIVAL FUN PARKS CREDIT RATING:

4/01/2011 30 13683 11APR. 155.67

-----

TOTALS: 155.67

RECREA RECREATION ENTERPRISES CREDIT RATING:

11/05/2008 30 11632 FALL RV SHOW \* 19,888.00 19,888.00

11/17/2008 30 FC-1117 201.23 201.23

12/17/2008 30 FC-1217 201.23 201.23

1/20/2009 30 FC-0120 685.60 685.60

4/15/2009 30 FC-0415 685.60 685.60

5/15/2009 30 FC-0515 624.51 624.51

6/16/2009 30 FC-0616 624.51 624.51

7/29/2009 30 FC-0729 624.51 624.51

9/23/2009 30 FC-0923 624.51 624.51

10/15/2009 30 FC-1015 624.51 624.51

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TOTALS: 24,784.21 24,784.21

REMOTE REMOTE AREA MEDICAL CREDIT RATING:

4/14/2011 30 13702 2,357.50

-----

TOTALS: 2,357.50

SACHNY SACRAMENTO HMONG NEW YEAR CREDIT RATING:

12/23/2010 30 13498 10HMONG NEW YEAR 8,589.00 8,589.00

3/01/2011 FC-0301 128.84 128.84

4/01/2011 FC-0401 128.84

-----

TOTALS: 8,846.68 128.84 8,589.00

TFC TFC CONCESSIONS CREDIT RATING:

4/01/2011 30 13682 11APR.RENT 400.00

-----

TOTALS: 400.00

TOWNE TOWNEPLACE SUITES CREDIT RATING:

8/25/2010 30 13181 10CSF TICKETS \* 18.00 18.00

-----

TOTALS: 18.00 18.00

TUPOUC TUPOU COLLEGE REUNION COMMITTEE CREDIT RATING: HOLD

5/07/2010 0 12871 TUPOUC COLLEGE REUNION \* 5,369.06 5,369.06

8/20/2010 30 FC-0820 80.54 80.54

9/24/2010 30 FC-0924 80.54 80.54

FA-21

CALIFORNIA EXPOSITION & STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:30 AM

PAGE 6

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CUSTOMER                                     OVER 30   OVER 60   OVER 90
                                           3/01/2011 2/01/2011 UP TO
                                           3/31/2011 2/28/2011 1/31/2011
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DATE      TRM      INVOICE ----PO/UDF INFORMATION---- BALANCE
=====
----- SALESPERSON:  OPS  (CONTINUED)
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TUPOUC      TUPOU COLLEGE REUNION COMMITTEE      (CONTINUED)

11/05/2010 30      FC-1105      80.54      80.54
-----
TOTALS:      5,610.68      5,610.68
UNIVMC      UNIVERSAL MCCANN OBO US ARMY      CREDIT RATING:
 9/07/2010 30      13231 10CSF SECURITY SERVICE      462.00      462.00
 1/11/2011 30      FC-0111      6.93      6.93
 3/01/2011 30      FC-0301      6.93      6.93
 4/01/2011 30      FC-0401      6.93
-----
TOTALS:      482.79      6.93      6.93      462.00
ZIPZAP      ZIPZAP LLC DBA LUCKY CHARMS USA      CREDIT RATING: HOLD
 8/24/2009 SF      NSF-CK-1104      *      1,390.78
-----
TOTALS:      1,390.78
-----
TOTALS FOR OPS      186,334.57      320.90 28,059.27 75,649.40
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FA-22

## CALIFORNIA EXPOSITION &amp; STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:30 AM

PAGE 7

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TRM: ??

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CUSTOMER

OVER 30 OVER 60 OVER 90

3/01/2011 2/01/2011 UP TO

3/31/2011 2/28/2011 1/31/2011

=====

DATE TRM INVOICE ----PO/UDF INFORMATION---- BALANCE

----- SALESPERSON: PRO PROGRAMS

9HOOGE	KENNY & WENDY HOOGENDORN	CREDIT RATING: HOLD	
11/16/2009 0	SOC1036 SOC1036	100.00	100.00
6/10/2010 0	FC-0610	1.50	1.50
8/20/2010 30	FC-0820	1.50	1.50
9/24/2010 30	FC-0924	1.50	1.50

TOTALS:		104.50	104.50
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CAFSA	CALIFORNIA FAIR SERVICES AUTHORITY	CREDIT RATING:	
2/25/2011 30	13605 AMY CASIAS'TIME	3,510.00	3,510.00
3/07/2011 30	13624 AMY'S TIME JAN31-FEB9 RE	2,730.00	
3/07/2011 30	13625 AMY'STIME FEB14-25 REIM	3,510.00	

TOTALS:		9,750.00	3,510.00
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CAGRAB	CALIFORNIA GRAPHIC ARTS/EDUCATION ASSOC	CREDIT RATING:	
1/07/2011 30	13524 DONATION	850.00	850.00

TOTALS:		850.00	850.00
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DFOOD1	DEPT OF FOOD & AG, DIV FAIRS & EXPOSITI	CREDIT RATING:	
3/31/2011 30	13685 TJDAL MAR11 SALARY	2,013.53	

TOTALS:		2,013.53	
---------	--	----------	--

GEISTC	GEIST CATTLE CO.	CREDIT RATING: HOLD	
10/07/2008 0	SOC-833 SOC-833	6,909.25	6,909.25
10/30/2008 0	LBC-916 LBC-916	1,000.00	1,000.00
11/17/2008 30	FC-1117	103.64	103.64
12/17/2008 30	FC-1217	118.64	118.64
1/20/2009 30	FC-0120	118.64	118.64
4/15/2009 30	FC-0415	118.64	118.64
6/16/2009 30	FC-0616	118.64	118.64

TOTALS:		8,487.45	8,487.45
---------	--	----------	----------

GUITTA	GUITTARD CHOCOLATE CO	CREDIT RATING:	
4/22/2010 SF	13267 CHOCOLATE PASSION	200.00	

TOTALS:		200.00	
---------	--	--------	--

KOUNTF	KOUNTRY FEED	CREDIT RATING: HOLD	
7/21/2010 0	SOC1166	2,400.00	2,400.00
9/24/2010 30	FC-0924	36.00	36.00
11/05/2010 30	FC-1105	36.00	36.00
12/09/2010 30	FC-1209	36.00	36.00

TOTALS:		2,508.00	2,508.00
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MCMIIJA	MCMILLAN MONLATIOA	CREDIT RATING: HOLD	
10/07/2008 0	SOC-860 SOC-8690	100.00	100.00

FA-23

CALIFORNIA EXPOSITION & STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:30 AM

PAGE 8

CUST: ??????

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CUSTOMER

OVER 30 OVER 60 OVER 90

3/01/2011 2/01/2011 UP TO

3/31/2011 2/28/2011 1/31/2011

DATE TRM INVOICE ----PO/UDF INFORMATION---- BALANCE

----- SALESPERSON: PRO (CONTINUED)

MCMIIJA MCMILLAN MONLATIOA (CONTINUED)

11/17/2008 0	FC-1117	1.50	1.50
12/17/2008 0	FC-1217	1.50	1.50
1/20/2009 0	FC-0120	1.50	1.50

TOTALS: 104.50 104.50

SMESTA DEBRA SMESTADMOEN CREDIT RATING: HOLD

10/29/2009 0	12487 JR.LIVESTOCK	50.00	50.00
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TOTALS: 50.00 50.00

WELLSF WELLS FARGO CREDIT RATING:

4/22/2011 60	13708 2011 CSF SPONSORSHIP	25,000.00
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TOTALS: 25,000.00

TOTALS FOR PRO 49,067.98 3,510.00 850.00 11,254.45

FA-24

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CALIFORNIA EXPOSITION & STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:30 AM

PAGE 9

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TRM: ??

=====				OVER 30	OVER 60	OVER 90
CUSTOMER				3/01/2011	2/01/2011	UP TO
DATE	TRM	INVOICE	----PO/UDF INFORMATION----	3/31/2011	2/28/2011	1/31/2011
=====				=====		
----- SALESPERSON: RAC RACING						

5CALEX	CALIFORNIA EXPOSITION & STATE FAIR		CREDIT RATING:			
8/31/2010 30	13260	ENDAUGREC	536.74			536.74
9/30/2010 30	13346	ENDSEPREC	536.74			536.74
12/31/2010 30	13515	01022011COM5	97.70			97.70
1/09/2011 30	13529	100109COM1	394.65		394.65	
1/18/2011 30	13535	110116COM2	352.79		352.79	
1/23/2011 30	13552	110123COM23	257.79		257.79	
1/30/2011 30	13576	110130COM4	239.47	239.47		
2/08/2011 30	13586	110206COM1	289.72	289.72		
2/13/2011 30	13601	110213COM2	270.31	270.31		
2/20/2011 30	13606	1102220COM3	307.88	307.88		
2/27/2011 30	13617	110227COM4	290.85	290.85		
3/06/2011 30	13647	110306COM1	269.18			
3/13/2011 30	13659	110313COM2	250.46			
3/20/2011 30	13674	110320COM3	349.50			
3/27/2011 30	13689	110327COM4	347.53			
3/31/2011 30	13696	ADWC110331	24.19			
3/31/2011 30	13699	ADWS110331	959.93			
4/03/2011 30	13692	110403COM5	341.01			

TOTALS:			6,116.44	1,398.23	1,005.23	1,171.18
5HIPPI	ATTACKIONS HIPPIQUES		CREDIT RATING:			
11/09/2009 0	NSF-CK-2246		2,934.94			2,934.94

TOTALS:			2,934.94			2,934.94
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5LOSAL	LOS ALAMITOS QUARTER HORSE RACING ASSN		CREDIT RATING:			
3/04/2011 30	13623	11JAN 8/16 FUNDS	2,976.85			

TOTALS:			2,976.85			
5TWINS	TWIN SPIRES		CREDIT RATING:			
11/15/2010 30	13418	OCT-ADW RECEIVABLES *	4,381.55			4,381.55
1/14/2011 30	13534	DEC-ADW RECEIVABLES *	7,895.62	7,895.62		
3/04/2011 30	13622	JAN ADW RECEIVABLES	55,918.67			

TOTALS:			68,195.84	7,895.62	4,381.55	
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5YOUBE	YOUBET.COM		CREDIT RATING:			
6/04/2010 30	12908	MAY ADW RECEIVABLES *	190.72			190.72
8/18/2010 0	13116	JUNE ADW RECEIVABLES	39,716.61			39,716.61
8/18/2010 0	13119	JULY ADW RECEIVABLES	27,087.46			27,087.46
9/28/2010 30	13293	AUG.ADW RECEIVABLES *	3,042.42			3,042.42
10/08/2010 30	13338	SEP.ADW RECEIVABLES *	5,796.78			5,796.78
11/15/2010 30	13417	OCT-ADW RECEIVABLES *	6,634.24			6,634.24

TOTALS:			82,468.23		82,468.23	
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FA-25

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## CALIFORNIA EXPOSITION &amp; STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:30 AM PAGE 10

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CUSTOMER	DATE	TRM	INVOICE	PO/UDF INFORMATION	BALANCE	OVER 30 3/01/2011	OVER 60 2/01/2011	OVER 90 UP TO 1/31/2011
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----- SALESPERSON: RAC (CONTINUED)

CAARF	CALIFORNIA AUTHORITY OF RACING FAIRS		CREDIT RATING:	
10/07/2010 90	13329 JAN-JUN REIM CMC AD	3,935.82		3,935.82
3/21/2011 90	13673 10CMC REIM 2ND HALF	7,018.70		

TOTALS:		10,954.52		3,935.82
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CAHHA2	CALIFORNIA HARNES HORSEMEN'S ASSOC		CREDIT RATING:	
11/01/2010 30	13383 10NOV.UTILITY	150.00		150.00
3/01/2011 30	13615 11MAR UTILITY	175.00		

TOTALS:		325.00	175.00	150.00
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CALHAR	CAL EXPO HARNES		CREDIT RATING:	
4/14/2011 0	13703	262.63		

TOTALS:		262.63		
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CALSF	CALIFORNIA STATE FAIR		CREDIT RATING:	
7/18/2010 0	13056 100718COM3	2,018.87		2,018.87
7/25/2010 0	13073 100725COM4	2,160.94		2,160.94

TOTALS:		4,179.81		4,179.81
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GGF	GOLDEN GATE FIELDS		CREDIT RATING:	
4/14/2011 30	13704	7,301.48		

TOTALS:		7,301.48		
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LOSALQ	LOS ALAMITOS QUARTER HORSE RACING ASSN		CREDIT RATING:	
2/28/2011 30	13652 ADWSAC110228	1,963.56	1,963.56	
2/28/2011 30	13655 ADWCH110228	49.48	49.48	
3/20/2011 30	13676 110320COM3	1,885.27		
3/27/2011 30	13691 110327COM4	2,295.69		
3/31/2011 30	13698 ADWC110331	58.54		
3/31/2011 30	13701 ADWS110331	2,322.95		
4/03/2011 30	13694 1104032011	2,266.07		
4/14/2011 30	13705	2,049.09		

TOTALS:		12,890.65	2,013.04	
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NCOTGG	NCOTWINC FOR GOLDEN GATE		CREDIT RATING:	
9/30/2010 30	13347 ENDSEPREC	74.36		74.36
2/28/2011 30	13651 ADWSAC110228	10,913.59	10,913.59	
2/28/2011 30	13654 ADWCH110228	275.03	275.03	
3/20/2011 30	13675 110320COM3	6,139.74		
3/27/2011 30	13690 110327COM4	7,331.32		
3/31/2011 30	13697 ADWC110331	316.90		
3/31/2011 30	13700 ADWS110331	12,575.32		
3/31/2011 30	13519B USE WITH GGF 22002	20.08		
4/03/2011 30	13693 110403COM5	7,354.28		

FA-26

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CALIFORNIA EXPOSITION & STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:30 AM

PAGE 11

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CUSTOMER	OVER 30	OVER 60	OVER 90
DATE TRM INVOICE -- -PO/UDF INFORMATION----	3/01/2011	2/01/2011	UP TO
BALANCE	3/31/2011	2/28/2011	1/31/2011

=====

----- SALESPERSON: RAC (CONTINUED)

NCOTGG NCOTWING FOR GOLDEN GATE (CONTINUED)

-----

TOTALS:	45,000.62	11,188.62	74.36
NEFSKY JOSEPH S. NEFSKY	CREDIT RATING:		
1/03/2011 0 NSR-CK119 NSR-CK119 *	350.00		350.00
1/04/2011 0 NSR-CK118 NSR-CK118	1,225.00		1,225.00
TOTALS:	1,575.00		1,575.00
TOTALS FOR RAC	245,182.01	14,774.89	8,900.85 100,870.89

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FA-27

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CALIFORNIA EXPOSITION & STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:30 AM

PAGE 12

CUST: ??????

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TRM: ??

=====				=====		
CUSTOMER				OVER 30	OVER 60	OVER 90
				3/01/2011	2/01/2011	UP TO
				3/31/2011	2/28/2011	1/31/2011
=====				=====		
DATE	TRM	INVOICE ----PO/UDF INFORMATION----	BALANCE			
=====				=====		
GRAND TOTALS:				763,738.25	18,605.79	39,191.62 248,375.18
					2.44%	5.13% 32.52%

\* = INVOICES WITH PARTIAL PAYMENTS (OR ADJUSTMENTS)

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FA-28



# CALIFORNIA EXPOSITION & STATE FAIR

Executive Committee Meeting Minutes  
Friday, April 29, 2011  
11:30 a.m.

## MINUTES

Committee Members Present:

Corny Gallagher, Chair  
Director Richard Cuneo  
Director Rick Stacey

Committee Members Absent:

Director Amparo Pérez-Lemus

Staff Present:

General Manager/CEO (GM)  
Deputy General Manager (DGM)  
Recording Secretary

Norb Bartosik  
Brian May  
Linda Contreras

Chair Gallagher called the meeting to order at 11:30 a.m. and dispensed with reading the Mission Statement and Public Comments Statement. Director Pérez-Lemus was not present and had asked to be excused.

## NEW BUSINESS

1. Review for Approval California State Fair Police General Order Livestock Escape Prevention and Capture

GM Bartosik reviewed the California State Fair Police General Order Livestock Escape Prevention and Capture included in the Board packet.

Director Stacey asked that a statement be added to the first section that public safety is Cal Expo's number one priority.

### **Motion:**

It was moved by Director Stacey and seconded by Director Cuneo to approve the California State Fair Police General Order Livestock Escape Prevention and Capture. **All in favor, motion carried.**

## MATTERS OF INFORMATION

1. Staff Reports
  - a. Legislative Update

Director Gallagher reported on the April 28, 2011 Joint Fairs Committee meeting held at the State Capitol. Fairs are looking to restore Fair Funding to prevent closures of some Fairs.

The Committee is looking for creative ways to keep Fairs open without going to the General Fund.

The Committee directed Staff to bring back the deal points if the Board was to consider extending the Ovations agreement by 7 years.

#### ADJOURNMENT

The Executive Committee meeting adjourned at 11:55 a.m.

## CALIFORNIA EXPOSITION & STATE FAIR

Ad-hoc Legislative Committee Meeting Minutes  
Friday, April 29, 2011  
11:00 a.m.

Committee Members Present: Rex Hime, Chair  
Director Steve Beneto

Other Board Members Present: Director Corny Gallagher

Staff Present:  
General Manager/CEO (GM) Norb Bartosik  
Deputy General Manager, (DGM) Brian May  
Assistant General Manager, Chief Financial Officer (AGM) Dana McIlwain  
Recording Secretary Linda Contreras

Others Present:  
Legislative Consultant Norm Towne

Chair Hime called the meeting to order at 11:10 a.m.

### MATTERS OF INFORMATION

1. Staff Reports
  - a. Legislative Update

Legislative Consultant Norm Towne distributed a Bills of Interest – 2011-2012 Legislative Session Legislative Report which is attached and made part of the record.

Legislative Consultant Norm Towne reported that AB 1204 has been pulled and it will be a 2 year Bill. The Bill still addresses the Legislative goals of the Board. Passage of the Bill stands a better chance once the State's budget is balanced.

### ADJOURNMENT

#### **Motion:**

It was moved by Director Beneto and seconded by Chair Hime to adjourn the Legislative Committee meeting. **All in favor, motion carried.**

The meeting was adjourned at 11:30 a.m.

**California Exposition and State Fair**  
**Bills of Interest – 2011-2012 Legislative Session**  
**Legislative Report – 4/28/2011**

**AB 35(Solorio) State property: Orange County Fair: sale.**

**Introduced:** 12/06/2010

**Last Amend:**

**Status:** 04/26/2011-From committee: Do pass and re-refer to Com. on APPR.  
(Ayes 9. Noes 0.) (April 26). Re-referred to Com. on APPR.

**Location:** 04/26/2011-ASM APPR.

**Summary:** Existing law creates State Agricultural District 32a, which consists of all of the real property that is commonly known as the Orange County Fair, and authorizes the Department of General Services to sell all or a portion of the real property that comprises it pursuant to a public bidding process, as specified. Existing law requires the Director of General Services to report specified information to the chairs of the fiscal committees of the Legislature 30 days prior to executing a transaction for the sale of the real property. This bill would require the Director of General Services, prior to sale, to obtain an independent appraisal of the fair market value of the real property of District 32a, using specified approaches. The bill would require that the real property be sold at the minimum fair market value, which must be consistent with the independent appraisal, as specified. The bill would provide that if a proposed sale of the property requires legislative approval of the sale, the Legislature shall express that approval by statute. The bill would add information to that which the Director of General Services is required to report to the chairs of the fiscal committees of the Legislature, and would revise the time within which that information is to be provided. This bill contains other related provisions.

**Position:** Monitor – **The proposed sale of the OCF is on hold waiting for a pending decision by the 4<sup>th</sup> District Court of Appeal. Facilities Management West was the winning bidder to acquire the property for \$100 million. The sale was challenged in court and the Superior Court rejected the challenge, allowing the sale to go forward. A group opposed to the sale appealed.**  
**Support for this bill comes from the Service Employees International Union**

**AB 270(Perea) Satellite wagering.**

**Introduced:** 02/07/2011

**Last Amend:**

**Status:** 04/04/2011-Read second time. Ordered to third reading.

**Location:** 04/04/2011-A THIRD READING

**Calendar:** 04/28/11 34 ASM ASSEMBLY THIRD READING FILE



**Summary:** Existing law requires that every person who participates in, or has anything to do with, the racing of horses and every employee of a parimutuel department to be licensed by the California Horse Racing Board. Existing law requires the board to set forth requirements for the position of satellite facility supervisor for all satellite wagering facilities operated by the state or on public land. The supervisor is required to monitor the performance of licensees at the facilities. This bill would create an exception from that provision by authorizing a satellite facility to elect not to be subject to the requirements related to a satellite facility supervisor if the board of directors of the satellite facility, after a public hearing, deems those requirements to be not economically feasible.

**Vote Events:**

03/30/2011 ASM. G.O. (Y:17 N:0 A:0) (P)

**Position:** Monitor – **This bill is sponsored by CARF. Smaller satellite wagering facilities are experiencing financial difficulties operating under the current CHRB regulations requiring the position of satellite supervisor.**

**AB 280(Silva) Parimutuel tickets: alterations and counterfeiting.**

**Introduced:** 02/08/2011

**Last Amend:**

**Status:** 03/15/2011-Re-referred to Com. on G.O.

**Location:** 03/15/2011-A G.O.

**Summary:** Under existing law, the California Horse Racing Board is responsible for adopting rules and regulations for the protection of the public and the control of horse racing and parimutuel wagering, as well as enforcing all laws, rules, and regulations dealing with horse racing and parimutuel wagering. Existing law prohibits any person from altering or counterfeiting, or attempting to alter or counterfeit, any parimutuel ticket. This bill would make a technical, nonsubstantive change to that provision.

**Position:** Monitor

**AB 513(Hall) Enforcement of obligations: gambling debt.**

**Introduced:** 02/15/2011

**Last Amend:**

**Status:** 04/14/2011-From committee: Do pass and re-refer to Com. on JUD. (Ayes 15. Noes 1.) (April 13). Re-referred to Com. on JUD.

**Location:** 04/14/2011-A JUD.

**Calendar:** 05/10/11 9 a.m. - State Capitol, Room 4202 ASM JUDICIARY

**Summary:** Existing case law declares the public policy of the state against judicial resolution of civil claims arising out of gambling contracts or transactions absent a statutory right to bring those claims. This bill would authorize a tribal gaming operation or a gambling enterprise, or a person acting on behalf of either



of those entities, to bring an action in state court to enforce credit instruments that evidence gambling debt, including an action to enforce the debt represented by a credit instrument that is lost or destroyed if the existence of the credit instrument can be proven.

**Vote Events:** 04/13/2011 ASM. G.O. (Y:15 N:1 A:1) (P)

**Position:** Monitor

**AB 562(Hall)** Horse racing: Wood Memorial.

**Introduced:** 02/16/2011

**Last Amend:**

**Status:** 03/03/2011-Referred to Com. on G.O.

**Location:** 03/03/2011-A G.O.

**Summary:** Existing law authorizes a thoroughbred racing association or fair to distribute the audiovisual signal and accept wagers on the results of out-of-state thoroughbred races conducted in the United States during the calendar period the association or fair is conducting a race meeting, as specified, without the consent of the organization that represents horsemen participating in the race meeting and without regard to the amount of purses. Existing law prohibits the total number of thoroughbred races imported by associations or fairs on a statewide basis, as specified, from exceeding 32 per day on days when live thoroughbred or fair racing is being conducted in the state. Certain well-known races are excluded from this limitation, including the Kentucky Derby and the Belmont Stakes. This bill would add the Wood Memorial to the list of races that are not included for purposes of determining compliance with that prohibition.

**Position:** Monitor – **Committee spot bill**

**AB 616(Garrick)** Horse racing: California Horse Racing Board.

**Introduced:** 02/16/2011

**Last Amend:**

**Status:** 02/17/2011-From printer. May be heard in committee March 19.

**Location:** 02/16/2011-A PRINT

**Summary:** Existing law provides that jurisdiction and supervision over meetings in this state where horse races with wagering on their results are held or conducted, and over all persons or things having to do with the operation of those meetings, is vested in the California Horse Racing Board. Existing law provides that no board member is disqualified from receiving a share of any purse awarded him or her as the result of any horse race as an owner of a horse or as a breeder of a California-bred horse. This bill would make a technical, nonsubstantive change to the latter provision.

**Position:** Monitor



**AB 707(Garrick) Horse racing: California Horse Racing Board.**

**Introduced:** 02/17/2011

**Last Amend:**

**Status:** 02/18/2011-From printer. May be heard in committee March 20.

**Location:** 02/17/2011-A PRINT

**Summary:** Existing law provides that the jurisdiction and supervision over meetings in this state where horse races with wagering on their results are held or conducted, and over all persons or things having to do with the operation of those meetings, is vested in the California Horse Racing Board. Existing law requires the board to appoint those employees as may be necessary to carry out the provisions governing horse racing in this state. This bill would make a technical, nonsubstantive change to the latter provision.

**Position:** Monitor

**AB 897(Hall) Horse racing: quarter horse racing.**

**Introduced:** 02/17/2011

**Last Amend:**

**Status:** 04/14/2011-From committee: Do pass and re-refer to Com. on APPR. (Ayes 15. Noes 0.) (April 13). Re-referred to Com. on APPR.

**Location:** 04/14/2011-A APPR.

**Summary:** Existing law vests jurisdiction and supervision over horse racing in this state in the California Horse Racing Board. Existing law permits the board to authorize a licensed quarter horse racing association that is conducting a live racing meeting to accept wagers on certain races conducted by the racing association that conducts the American Quarter Horse Racing Challenge, if the races are conducted on the same day as the American Quarter Horse Racing Challenge, as specified. This bill would additionally permit the board to authorize a licensed quarter horse racing association that is conducting a live racing meeting to accept wagers on the full card of races conducted by another racing association on the day that other association conducts the Texas Classic Futurity and Remington Park Futurity, as specified.

**Vote Events:**

04/13/2011 ASM. G.O. (Y:15 N:0 A:2) (P)

**Position:** Monitor – **Quarter Horse spot bill**

**AB 1204(Dickinson) Fairs: California Exposition and State Fair Authority.**

**Introduced:** 02/18/2011

**Last Amend:**

**Status:** 04/27/2011-In committee: Set, first hearing. Hearing canceled at the request of author.

**Location:** 03/21/2011-A AGRI.



**Summary:** Existing law provides that the governing body of the California Exposition and State Fair shall be an 11 member board of directors who shall be residents of California and appointed, as specified. Existing law provides that 9 directors shall be appointed by the Governor with the consent of the Senate and that the directors appointed by the Governor shall have general knowledge of, interest in, and expertise in one or more specified areas, including, among others, fair management, the arts, education, and youth. Existing law provides that the directors shall be appointed for 4 year terms. This bill would provide that every director appointed pursuant to those provisions whose term has expired shall continue to discharge the duties of his or her office until a successor is appointed and qualified. The bill would additionally add public relations and marketing to the list of topics of which the Governor's appointees are required to have knowledge of, interest in, and expertise in.

**Position:** Sponsor – **Cal Expo bill to obtain administrative relief**

**AB 1421**(Committee on Governmental Organization) Harness racing organizations.

**Introduced:** 03/21/2011

**Last Amend:**

**Status:** 03/25/2011-Referred to Coms. on G.O. and INS.

**Location:** 03/25/2011-A G.O.

**Calendar:** 05/04/11 1:30 p.m. - State Capitol, Room 4202 ASM  
GOVERNMENTAL ORGANIZATION

**Summary:** Existing law, the Horse Racing Law, governs, among other types of horse races, harness horse racing, in which horses that meet specified criteria are harnessed to a sulky or similar vehicle and raced at either the trotting or pacing gait. Existing law vests jurisdiction and supervision over all horse racing meetings, including harness races, in this state in the California Horse Racing Board. Existing law requires, until January 1, 2014, the harness racing association and the organization representing harness horsemen and horsewomen to form an organization to which certain funds, that may be deducted from the total amount handled in conventional parimutuel pools of harness races, are distributed for purposes of reducing the workers' compensation insurance costs for trainers who are racing horses at the applicable harness racing association meet, as specified. This bill would additionally require that organization to account to the California Horse Racing Board on or before August 1 of each year with respect to the distribution of funds received pursuant to those provisions during the immediately preceding fiscal year and to obtain an independent audit of those distributions. The bill would also require that a copy of the completed audit be forwarded to the board within 45 days of its receipt by the organization.

**Position:** Monitor – **Harness horsemen's organization audit**



**SB 1(Kehoe) 22nd District Agricultural Association: Del Mar Race Track and Fairgrounds: sale of state property.**

**Introduced:** 12/06/2010

**Last Amend:**

**Status:** 02/10/2011-Referred to Coms. on G.O. and RLS.

**Location:** 02/10/2011-S G.O.

**Summary:** Existing law provides that the state is divided into agricultural districts in which 50 or more persons, who are residents of a district, may form a district agricultural association for specified purposes, including holding fairs and constructing, maintaining, and operating recreational facilities. Existing law provides that District 22 is the County of San Diego. This bill would create District 22a, which would consist of all of that real property and personal property that is a portion of District 22 that is commonly known as the Del Mar Race Track and Fairgrounds located in the City of Del Mar and certain other property in the City of San Diego, and would prescribe certain matters applicable to officers of the 22nd District Agricultural Association and the District 22a Agricultural Association. The bill would, among other things, authorize the Department of General Services to sell all or any portion of the real property that comprises District 22a and related personal property to the City of Del Mar and require the net sale proceeds to be deposited into the District 22a Disposition Fund, which the bill would create in the State Treasury. This bill contains other related provisions and other existing laws.

**Position:** Monitor – **Authorizes the sale of the San Diego County Fairground (22<sup>nd</sup> District Agricultural Association) – similar to OCF legislation**

**SB 40(Correa) Internet poker.**

**Introduced:** 12/06/2010

**Last Amend:** 03/31/2011

**Status:** 03/31/2011-From committee with author's amendments. Read second time and amended. Re-referred to Com. on G.O.

**Location:** 03/31/2011-S G.O.

**Summary:** The Gambling Control Act provides for the licensure of certain individuals and establishments that conduct controlled games, as defined, and for the regulation of these gambling activities by the California Gambling Control Commission. Existing law provides for the enforcement of those regulations by the Department of Justice. Any violation of these provisions is punishable as a misdemeanor, as specified. This bill would establish a framework to authorize intrastate Internet poker, as specified. The bill would require the department to adopt regulations, in consultation with the California Gambling Control Commission, governing the intrastate play of poker games on the Internet, and would provide for a licensed entity to operate an intrastate Internet poker Web site. The bill would make it a misdemeanor for any person or entity to offer or



participate in any form of illegal Internet gambling, as defined, or to process any financial transaction arising out of participation in illegal Internet gambling. The bill would authorize the seizure of any money or property used in or derived from illegal Internet gambling, as specified, and would provide for any money or property that has been seized to be forfeited to the Internet Gambling Fund, as established by this bill. By creating new crimes, this bill would impose a state mandated local program. This bill contains other related provisions and other existing laws.

**Position:** Monitor- **One of two bills dealing with the legalization of Internet Poker in California – Poker only – limited number of hubs**

**SB 45(Wright)** Internet gambling.

**Introduced:** 12/08/2010

**Last Amend:**

**Status:** 01/20/2011-Referred to Com. on G.O.

**Location:** 01/20/2011-S G.O.

**Summary:** The Gambling Control Act provides for the licensure of certain individuals and establishments that conduct controlled games, as defined, and for the regulation of these gambling activities by the California Gambling Control Commission. Existing law provides for the enforcement of those regulations by the Department of Justice. Any violation of these provisions is punishable as a misdemeanor, as specified. This bill would establish a framework to authorize intrastate Internet gambling, as specified. The bill would require the department to issue a request for proposals to enter into contracts with up to 3 hub operators, as defined, to provide lawful Internet gambling games to registered players in California for a period of 20 years, as specified. This bill contains other related provisions and other existing laws.

**Position:** Monitor – **Legalizes Internet Gambling in California – broad definition of games – open architecture – multiple hubs**

**SB 249(Yee)** District agricultural associations: 1-A District Agricultural Association: membership.

**Introduced:** 02/10/2011

**Last Amend:** 04/25/2011

**Status:** 04/26/2011-Read second time. Ordered to third reading.

**Location:** 04/26/2011-S THIRD READING

**Calendar:** 04/28/11 41 SEN SENATE BILLS-THIRD READING FILE

**Summary:** Existing law divides the state into district agricultural associations for the purposes of, among other things, holding fairs and expositions exhibiting all of the industries and industrial enterprises, resources, and products of every kind or nature of the state with a view toward improving, exploiting, encouraging, and stimulating those industries.



Existing law provides that the 1-A District Agricultural Association is the County of San Mateo and the City and County of San Francisco. Existing law provides that the term of office of each director of an agricultural association is 4 years, except as specified, provides for the staggering of terms, and requires directors to be appointed by the Governor.

This bill would require that for the directors of the 1-A District Agricultural Association, 2 directors be appointed by the Governor, unless the Mayor of San Francisco elects to exercise that authority, as specified, 2 directors be appointed by the Governor, unless the Mayor of Daly City elects to exercise that authority, as specified, and 5 directors be appointed by the Governor. Once those appointments have been made, when there is a vacancy on the board, a successor would be appointed in the same manner as was his or her predecessor.

**Vote Events:**

04/05/2011 SEN. AGRI. (Y:6 N:0 A:1) (P)

**Position:** Monitor – **Restructures the board of directors of the Cow Palace (1-A District Agricultural Association)**

**SB 305(Calderon) Satellite wagering: minisatellite facilities.**

**Introduced:** 02/14/2011

**Last Amend:**

**Status:** 04/14/2011-Set for hearing May 2.

**Location:** 04/12/2011-S APPR.

**Calendar:** 05/02/11 11 a.m. - John L. Burton Hearing Room 4203 SEN APPROPRIATIONS

**Summary:** Existing law generally regulates horse racing, including satellite wagering on horse races. Existing law authorizes the California Horse Racing Board to authorize certain fairs and racing associations to operate satellite wagering facilities. Existing law authorizes the board to approve minisatellite wagering sites, as defined, under specified conditions. Existing law directs the board to license a minisatellite facility for a period of 2 years. This bill would, instead, direct the board to license a minisatellite facility for a period of up to 5 years. The bill would also make other technical changes.

**Vote Events:** 04/12/2011 SEN. G.O. (Y:13 N:0 A:0) (P)

**Position:** Monitor – **Not likely to impact Cal Expo – extends CHRB licensing authority for minisatellite wagering sites**

**SB 732(Wyland) Satellite wagering: funding for offsite stabling.**

**Introduced:** 02/18/2011

**Last Amend:** 04/11/2011

**Status:** 04/11/2011-From committee with author's amendments. Read second



time and amended. Re-referred to Com. on G.O.

**Location:** 04/11/2011-S G.O.

**Calendar:** 05/10/11 9:30 a.m. - John L. Burton Hearing Room (4203) SEN  
GOVERNMENTAL ORGANIZATION

**Summary:** Existing law requires the California Horse Racing Board to determine the number of usable stalls that each association or fair is required to make available and maintain in order to conduct a racing meeting. Existing law requires, when satellite wagering is conducted in certain areas, as specified, that an amount not to exceed 1.25 % of the total amount handled by all of those satellite wagering facilities be deducted from the funds otherwise allocated for distribution as commissions, purses, and owners' premiums and instead distributed to an organization formed and operated by thoroughbred racing associations, fairs conducting thoroughbred racing, and the organization representing thoroughbred horsemen and horsewomen, to administer a fund to provide reimbursement for offsite stabling at board-approved auxiliary training facilities for additional stalls beyond the number of usable stalls the association or fair is required to make available and maintain, and for the vanning of starters from these additional stalls on racing days for thoroughbred horses. This bill would require that the off-site stabling at board-approved training facilities for which reimbursement is provided also be located within a reasonable travel distance from the association or fair.

**Position:** Monitor – **Unlikely to impact Cal Expo**

**SB 855(Kehoe) State Race Track Leasing Commission.**

**Introduced:** 02/18/2011

**Last Amend:**

**Status:** 04/14/2011-Set for hearing May 2.

**Location:** 04/12/2011-S APPR.

**Calendar:** 05/02/11 11 a.m. - John L. Burton Hearing Room 4203 SEN  
APPROPRIATIONS

**Summary:** Existing law establishes, until January 1, 2013, the State Race Track Leasing Commission which is composed of the Secretary of Food and Agriculture, the Director of Finance, and the Director of General Services, and 3 other individuals, as specified, who are appointed by the Governor. The commission is authorized to enter into leases and agreements for the use of specified property owned or controlled by the 22nd District Agricultural Association. This bill would extend the operative date of the provision establishing the commission until January 1, 2023.

**Vote Events:** 04/12/2011 SEN. G.O. (Y:13 N:0 A:0) (P)

**Position:** Monitor – **Spot bill dealing with the State Race Track Leasing Commission**

**SB 899(La Malfa) District agricultural associations.**

**Introduced:** 02/18/2011

**Last Amend:** 03/24/2011

**Status:** 04/08/2011-Set for hearing May 3.

**Location:** 03/31/2011-S AGRI.

**Calendar:** 05/03/11 9:30 a.m. - Room 113 SEN AGRICULTURE

**Summary:** Existing law divides the state into agricultural districts and authorizes residents of a district to form a district agricultural association for the purpose of holding fairs, expositions, and exhibitions to exhibit the industries, resources, and products of the state and for the purpose of constructing, maintaining, and operating recreational and cultural facilities of general public interest. Existing law authorizes a district agricultural association to exercise specified powers with the approval of both the Department of Food Agriculture and the Department of General Services. This bill would delete the requirement that a district agricultural association obtain the approval of the Department of General Services to exercise the powers granted to it. The bill would also make technical changes.

**Position:** Monitor



# **CALIFORNIA EXPOSITION & STATE FAIR**

Finance & Audit Committee Meeting Minutes  
Friday, April 29, 2011  
10:00 a.m.

## **MINUTES**

Committee Members Present:

Rick Stacey, Chair  
Director Cynthia Bryant  
Director Rex Hime  
Director Kathy Nakase

Other Board Members Present:

Director Corny Gallagher

Staff Present:

General Manager/CEO (GM)  
Deputy General Manager (DGM)  
Assistant General Manager, Chief Financial Officer (AGM)  
Admissions, Parking & RV Park Manager  
Exhibits Supervisor  
Recording Secretary

Norb Bartosik  
Brian May  
Dana McIlwain  
Marcia Shell  
Greg Kinder  
Linda Contreras

Chair Stacey called the meeting to order at 10:03 a.m. and dispensed with reading the Mission Statement and Public Comments Statement.

### **NEW BUSINESS**

1. Quarter 1 2011 Financial Reports
2. Overview of Quarter Results Relative to Prior Year
3. Quarter 1 2011 Racing P&L
4. Quarter 1 2011 Racing P&L by Area
5. 2011 Fund Balance Update – Current
6. Cash Forecast – Current
7. 2011 Accounts Receivable Aging – Current
8. Contracts/Purchases Requiring Board Approval

AGM McIlwain reviewed the financial reports included in the Board packet.

AGM McIlwain distributed and reviewed the Comparative Analysis of Operations for Quarter 1, 2011 which is attached and made part of the record.

Chair Stacey requested that for future meetings these reports be included in the Board packet.

Director Hime expressed concern with the Accounts Receivable Report including money owed by the Office of Traffic Safety, NAACP, LED I Partners, LLC and the African Cultural Festival.

Director Hime asked Staff if the information is being shared with the Cultural Advisory Council to make them aware that organizations which comprised the Council are a problem. Director Hime commented that this information should be reported to the Council members.

Chair Stacey asked Staff about the Sacramento Hmong New Year which hasn't been paid. DGM May reported the payment will be made before a new agreement will be issued and the new agreement will include a larger deposit.

Director Nakase asked about OP1, the invoice received from the County of Sacramento for Sewer charges. How will this impact the Profit & Loss? DGM May reported the County failed to invoice Cal Expo based on the agreement with the County. The figure is based on attendance and Staff is in discussion with the County to get it resolved.

Director Nakase had a question about FA2, Line 9 Reimbursements; in these reimbursements does this include the Pro Rata reimbursement from the State. DGM May reported these reimbursements does not include the State Pro Rata, but these are the charges billed back to event promoters.

Chair Stacey speaking about the budget said Cal Expo has revenue problems, not an expense problem. Expenses have been cut to the bone; revenues need to grow to improve the budget situation.

The Committee reviewed the Racing Profit & Loss for Quarter 1 2011 Report which is attached and made part of the record. More enterprise accounting is needed for better decision making on the future of horseracing.

Director Hime expressed a concern about the cost of operating horse racing.

Director Gallagher said racing is still a positive as long as it continues pay for overhead and depreciation.

Director Bryant asked Staff to bring back the cost of shutting down racing.

AGM McIlwain reviewed the adjustment for the Excess 6% monies. A copy of the report is attached and made part of the record.

DGM May reviewed the Summary on On-going Adjustments to the Fund Balance for the Year 2011. A copy is attached and made part of the record.

**Motion:**

It was moved by Director Hime and seconded by Director Nakase to recommend to the Board for approval the Quarter 1 2011 Financial Reports, the Overview of Quarter Results Relative to Prior Year, Quarter 1 2011 Racing P&L, Quarter 1 2011 Racing P&L by Area, 2011 Fund Balance Update – Current, Cash forecast – Current, and the 2011 Accounts Receivable Aging – Current. **All in favor, motion carried.**

**Motion:**

It was moved by Director Hime and seconded by Director Nakase to recommend to the Board for approval the Contracts/Purchases Requiring Board Approval. **All in favor, motion carried.**

MATTERS OF INFORMATION

1. Contracts/Purchases Requiring Board Notification

The Contracts/Purchases Requiring Board Notification was reviewed by the Committee.

ADJOURNMENT

The Finance & Audit Committee meeting adjourned at 11:09 a.m.



**State of California**

**California Exposition & State Fair  
1600 Exposition Blvd.  
Sacramento, California 95852  
Tel: (916) 263-3282  
Fax: (916) 263-7983  
Email: [dmcilwain@calexpo.com](mailto:dmcilwain@calexpo.com)**

## **MEMORANDUM**

**Date:** April 29, 2011

**To:** Board of Directors  
California Exposition & State Fair

**Via:** Norbert J. Bartosik, General Manager/CEO  
California Exposition & State Fair

**From:** Dana McIlwain, Chief Financial Officer  
California Exposition & State Fair

Subsequent to the preparation and delivery of the Board packet which included the 2010 Racing P&L, it has been determined that the 6% excess funds accruals, which impact harness revenue, were over-estimated in 2010. The estimates had been developed using historical data. The actual payment fell short by \$226,862, half of which would have been revenue to Cal Expo with the other half going toward purse overpayment reduction.

The impact to the 2010 Racing P&L is a decrease in harness revenue. The adjusted net income for Harness and Racing in total (before depreciation) is \$300,584 and \$449,882 respectively. After depreciation, the net loss for Harness and Racing in total is (\$114,008) and (\$119,434).

**State of California**

**California Exposition & State Fair  
1600 Exposition Blvd.  
Sacramento, California 95852  
Tel: (916) 263-3282  
Fax: (916) 263-7983  
Email: dmcilwain@calexpo.com**

## **MEMORANDUM**

**Date:** April 29, 2011

**To:** Board of Directors  
California Exposition & State Fair

**Via:** Norbert J. Bartosik, General Manager/CEO  
California Exposition & State Fair

**From:** Dana McIlwain, Chief Financial Officer  
California Exposition & State Fair

Comparative analysis of operations for Quarter 1, 2011 and 2010

**Revenue:**

There was an overall 6% decrease (\$213,821) in revenue in 2011, primarily due to a 12% drop in harness and simulcast revenues. Dave may wish to discuss this further.

**Expenses:**

Overall expenses decreased 7% (\$324,593) in comparison to prior year.

The larger changes were:

- 1) Salaries and benefits decreased 6% (\$170,000) in 2011 due to a lag in the start of hiring season for the State Fair temporary help.
- 2) General/Admin decreased 39% (\$80,000) due to timing of posting racing impact fees.
- 3) Advertising decreased 64% (\$46,000) due to timing of payments to Ad agency.
- 4) Insurance decreased 12% (\$27,000) due to an improved loss experience resulting in a lower rate for 2011.
- 5) Data Processing decreased 45% (\$35,000) due to budget cuts.
- 6) Utilities increased 17% (\$38,000) due to rate increases.

Even though the Agency had an operating loss of \$408,868 (before depreciation), as a percentage of revenue, the 2011 loss was smaller (11%) than the 2010 loss (13%).

CALIFORNIA EXPOSITION & STATE FAIR  
RACING Profit and Loss for Quarter 1 2011

Row		HARNESS	SF RACING	SIMULCAST	TOTAL
		2011	2011	2011	2011
	<b>REVENUE</b>				
1	Simulcast			253,789	253,789
2	State Fair Racing				0
3	Harness	1,395,336			1,395,336
4	Harness-Reimbursables	203,375			203,375
5	Equipment Replacement Fund				0
6	<b>Total Revenue</b>	\$ 1,598,711	\$ -	\$ 253,789	\$ 1,852,500
7	<b>EXPENSES</b>				
8	<u>Personal Services</u>				
9	Salaries & Wages	530,004		19,094	549,098
10	Benefits	192,217		6,925	199,142
11	<b>Total Personal Services</b>	722,221	0	26,019	748,240
12	<u>Operating Expenses</u>				
13	General Expenses	49,569		35,901	85,470
14	Advertising				0
15	Printing	665		489	1,154
16	Telecommunications			20	20
17	Postage	93			93
18	Insurance	32,175			32,175
19	Travel - Instate			69	69
20	Travel - Out of State			444	444
21	Training				
22	Facilities Operations	10,095		170	10,265
23	Utilities	121,648		16,695	138,343
24	Prof Serv - Internal				
25	Prof Serv - External	316,796		23,029	339,825
26	Consol Data Center				
27	Data Processing				
28	Entertainment				
29	Judging Fees				
30	Premiums				
31	Contr Pay - Harness				
32	State Admin Costs				
33	Admissions*			11,775	11,775
34	Law Enforcement/Security*	10,044		32,555	42,600
35	Maintenance*	9,001		15,867	24,869
36	Event Services (Janitorial)*	3,330		35,248	38,578
37	Overhead	85		27	112
38	<b>Total Operating Expenses</b>	\$ 553,501	\$ -	\$ 172,290	\$ 725,792
39	<b>TOTAL EXPENSES</b>	\$ 1,275,722	\$ -	\$ 198,309	\$ 1,474,031
40	<b>PROFIT (LOSS)</b>	\$ 322,989	\$ -	\$ 55,480	\$ 378,469
42	Depreciation Expense	122,347		19,422	141,769
43	Capital Improvements				
44	Equipment				0
45	<b>CHANGES IN RESERVES</b>	\$ 200,642	\$ -	\$ 36,058	\$ 236,700

\*Note: 2011 includes benefits @18%

Summary of On-going adjustments to the Fund Balance  
For the year 2011.

FA - 15

\*unaudited

California Exposition and State Fair  
 Analysis and Forecast of Cash Flow for 2010 and 2011  
 (A=actual, F=forecasted)

Year/Month		Receipts	Disbursements	Cash Balance
<b>2010</b>			Beginning balance 1/1/2010	\$ 2,695,553
January	A	\$ 1,623,230	\$ 2,584,404	1,734,379
February	A	2,236,858	2,280,276	1,690,961
March	A	3,022,166	2,631,649	2,081,478
April	A	1,597,673	2,194,419	1,484,732
May	A	3,057,672	2,356,024	2,186,380
June	A	3,295,263	2,867,581	2,614,062
July	A	8,897,385	4,512,990	6,998,457
August	A	3,475,058	4,727,476	5,746,039
September	A	651,642	2,928,055	3,469,626
October	A	1,803,782	1,679,686	3,593,722
November	A	2,296,380	2,486,060	3,404,042
December	A	1,768,198	2,888,331	2,283,909
TOTALS		\$ 33,725,307	\$ 34,136,951	
<b>2011</b>			Beginning balance 1/1/2011	\$ 2,283,909
January	A	\$ 2,463,221	\$ 2,717,092	2,030,038
February	A	926,673	1,406,962	1,549,749
March	A	2,064,130	2,622,879	991,000
April	F	1,965,923	2,176,419	780,504
May	F	2,975,922	2,338,024	1,418,402
June	F	3,213,513	2,849,581	1,782,334
July		8,897,385	4,512,990	6,166,729
August		3,475,058	4,727,476	4,914,311
September		651,642	2,928,055	2,637,898
October		1,803,782	1,679,686	2,761,994
November				
December				
TOTALS		\$ 28,437,249	\$ 27,959,164	

Assumptions:

Receipts

Events will closely follow Q1 and Q2 of 2010. The impact of changes from 2010 to 2011 is negligible: Q1 (\$17,390) and Q2 \$30,000.

Harness racing and simulcast wagering is forecast to be down 24% collectively. Receipts have been reduced by \$81,750 per month.

Disbursements

Payroll costs adjusted for increase in health benefit premiums and PERS %, and decreased by 4.62% due to the state budget cut.

Payroll costs also reflect a \$40,000/month reduction in temporary help costs.

Accounts payable decreased \$90,000/month to reflect a decrease in capital outlay in relation to corresponding quarters in 2010.

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## CALIFORNIA EXPOSITION &amp; STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:29 AM

PAGE 1

CUST: ??????

CLS: ??? CUST SLP: ??? INV SLP: ???

TRM: ??

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CUSTOMER

OVER 30 OVER 60 OVER 90

3/01/2011 2/01/2011 UP TO

3/31/2011 2/28/2011 1/31/2011

=====

DATE TRM INVOICE ----PO/UDF INFORMATION---- BALANCE

----- SALESPERSON: MKT MARKETING

CARLS2	CARL KARCHER ENTERPRISES, INC	CREDIT RATING:
4/20/2011 45	13707 2011 CSF SPONSORSHIP	12,500.00

TOTALS:	12,500.00
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CROCS	CROCS, INC.	CREDIT RATING:
4/20/2011 10	13706 2011 EXHIBIT SPC AGREEMN	11,000.00

TOTALS:	11,000.00
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DODGE	CHRYSLER DODGE	CREDIT RATING:	
7/25/2010 0	13065 10 SF SPONSORSHIP *	30,800.00	30,800.00
11/05/2010 30	FC-1105	987.00	987.00
12/09/2010 30	FC-1209	987.00	987.00
1/11/2011 30	FC-0111	987.00	987.00

TOTALS:	33,761.00	987.00	32,774.00
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GENMOT	GENERAL MOTORS,CHEVROLET MOTOR DIVISION	CREDIT RATING:
2/18/2011 65	13604 11CSF SPONSORSHIP	180,000.00

TOTALS:	180,000.00
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PACEBA	PACE BATHROOMS, INC.	CREDIT RATING:	
7/26/2010 0	13068 10SF SPONSORSHIP *	5,250.00	5,250.00
11/05/2010 30	FC-1105	240.00	240.00
12/09/2010 30	FC-1209	240.00	240.00
1/11/2011 30	FC-0111	120.00	120.00

TOTALS:	5,850.00	120.00	5,730.00
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PRIME	PRIME ONE PRIME DIREC INC	CREDIT RATING: HOLD	
6/24/2010 10	12967 10 CSF SPONSORSHIP	18,000.00	18,000.00
8/25/2010 30	13182 10CSF PARKING PASSES	300.00	300.00
9/24/2010 30	FC-0924	270.00	270.00
11/05/2010 30	FC-1105	274.50	274.50
1/11/2011 30	FC-0111	274.50	274.50

TOTALS:	19,119.00	274.50	18,844.50
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TRINCH	TRINCHERO FAMILY ESTATES	CREDIT RATING:
4/01/2011 30	13686 2011SF WOD SPONSOR	17,500.00

TOTALS:	17,500.00
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TOTALS FOR MKT	279,730.00	1,381.50	57,348.50
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FA-17

## CALIFORNIA EXPOSITION &amp; STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:29 AM

PAGE 2

CUST: ??????

CLS: ??? CUST SLP: ??? INV SLP: ???

TRM: ??

=====

CUSTOMER

OVER 30 OVER 60 OVER 90

3/01/2011 2/01/2011 UP TO

3/31/2011 2/28/2011 1/31/2011

=====

DATE TRM INVOICE -- PO/UDF INFORMATION--- BALANCE

----- SALESPERSON: MSC MISC SALESPERSON

CASILB	BRENDA CASILLAS	CREDIT RATING: HOLD	
7/22/2010 0	NSF-CK-516 NSF-CK-516	64.95	64.95
TOTALS:		64.95	64.95
FRIKKA	KAREN E. FRITZLER	CREDIT RATING: HOLD	
1/23/2009 0	NSF-CK-1003	205.00	205.00
TOTALS:		205.00	205.00
GOMEZD	DAVID GOMEZ	CREDIT RATING: HOLD	
7/30/2010 0	NSF-CK-113 NSF CK-113	64.95	64.95
TOTALS:		64.95	64.95
LUTZPH	PHYLLIS LUTZ	CREDIT RATING: HOLD	
8/10/2010 0	NSF-CK-1523 NSF-CK-1523	104.90	104.90
TOTALS:		104.90	104.90
OFFIC3	OFFICE OF TRAFFICE SAFETY	CREDIT RATING:	
11/16/2010 30	13431 4TH QTR (JUL-SEP) REIMB		2,682.24
TOTALS:		2,682.24	2,682.24
SACCO	SACRAMENTO COUNTY	CREDIT RATING:	
3/31/2011 30	13695 1ST QTR 2011	96.75	
TOTALS:		96.75	
SACFAI	52ND DISTRICT AGRICULTURAL ASSN	CREDIT RATING:	
4/01/2011 30	13679 11APR UTILITY	75.00	
TOTALS:		75.00	
SOUVAN	ANNY SOUVANNARATH	CREDIT RATING: HOLD	
7/28/2010 0	NSF-CK-110 NSF CK110	64.95	64.95
TOTALS:		64.95	64.95
THOMFA	FAITH THOMAS	CREDIT RATING: HOLD	
7/12/2010 0	NSF-CK-404 NSF-CK-404	64.95	64.95
TOTALS:		64.95	64.95
TOTALS FOR MSC		3,423.69	3,251.94

FA-18

CALIFORNIA EXPOSITION & STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:30 AM

PAGE 3

CUST: ??????

CLS: ??? CUST SLP: ??? INV SLP: ???

TRM: ??

CUSTOMER

OVER 30 OVER 60 OVER 90

3/01/2011 2/01/2011 UP TO

3/31/2011 2/28/2011 1/31/2011

DATE TRM INVOICE ----PO/UDF INFORMATION---- BALANCE

----- SALESPERSON: OPS OPERATIONS/INTERIM EVENTS

AFRICC	AFRICAN CULTURAL FESTIVAL	CREDIT RATING:	
10/07/2010 30	13331 AFRICAN CUTURAL FESTIVAL	2,266.00	2,266.00
3/01/2011 0	FC-0301	33.99	33.99
4/01/2011 0	FC-0401	33.99	

TOTALS:		2,333.98	33.99	2,266.00
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BLAZE	BLAZE INTERNATIONAL	CREDIT RATING: HOLD	
9/15/2009 SF	NSF-CK-220	875.00	

TOTALS:		875.00	
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CAHRB	CALIFORNIA HORSE RACING BOARD	CREDIT RATING:	
4/01/2011 30	13681 11APR.UTILITY	125.10	

TOTALS:		125.10	
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CRAFVI	VIRGIL H. CRAFT	CREDIT RATING: HOLD	
8/07/2009 SF	CE-09-4422	1,293.00	
9/15/2009 0	FC-0915	19.40	19.40
10/15/2009 0	FC-1015	19.40	19.40
11/15/2009 0	FC-1115	19.40	19.40

TOTALS:		1,351.20	58.20
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FAN	OVATIONS	CREDIT RATING:	
3/15/2010 20	12744 SOC1014	3,500.00	3,500.00
3/02/2011 20	13628 HISPANIC DANCE	31,770.70	
3/02/2011 20	13629 JAVA SCOOTER	30.65	
3/02/2011 20	13630 JAVA SCOOTER	159.88	
3/02/2011 20	13631 FIESTAS	221.06	
3/02/2011 20	13632 FRASERS	146.57	
3/02/2011 20	13633 MAUI WOWI	400.86	
3/09/2011 20	13666 HOME AND GARDEN	3,065.25	
3/09/2011 20	13667 GUN SHOW	1,338.11	
3/09/2011 20	13668 MAUI WOWI	266.89	
3/09/2011 20	13669 JAVA II U	474.82	
3/09/2011 20	13670 JAVA II U	378.90	
3/09/2011 20	13671 GRINDERS	793.67	
3/09/2011 20	13672 SWT VALLEY KETTLECORN	269.75	
3/16/2011 20	13662 BOAT & RV SHOW	10,982.47	
3/16/2011 20	13663 MAUI WOWI	552.16	
3/16/2011 20	13664 FIESTAS	303.60	
3/16/2011 20	13665 FIESTAS	917.33	
3/30/2011 20	13687 QUILT & SEWING	1,532.73	
3/30/2011 20	13688 JAVA II U	379.62	
4/06/2011 20	13709	9,757.44	
4/06/2011 20	13710	718.89	

FA-19



## CALIFORNIA EXPOSITION &amp; STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:30 AM

PAGE 4

CUST: ??????

CLS: ??? CUST SLP: ??? INV SLP: ???

TRM: ??

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CUSTOMER

OVER 30 OVER 60 OVER 90

3/01/2011 2/01/2011 UP TO

3/31/2011 2/28/2011 1/31/2011

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DATE TRM INVOICE ---PO/UDF INFORMATION--- BALANCE

----- SALESPERSON: OPS (CONTINUED)

FAN OVATIONS (CONTINUED)

4/13/2011 20	13711 CA HOME FLOWER GARDEN SH	498.15
4/13/2011 20	13712 CLOUD NINE-BEIGNET	176.15
4/13/2011 20	13713 MOUI WOWI	358.19
4/13/2011 20	13714 SWEETVALLEY KETTLECORN	124.72
4/13/2011 20	13715 WELLMON CONCESSIONS	500.54
4/20/2011 20	13716 TEA PARTY RALLY	214.82
4/20/2011 20	13717 SAC. KENNEL CLUB	2,264.35
4/20/2011 20	13718 HOT DOGGIN	368.24
4/20/2011 20	13719 FIESTAS	387.96
4/20/2011 20	13720 FIESTAS	140.04
4/20/2011 20	13721 FIESTAS	898.36
4/20/2011 20	13722 RICH'S ICE CREAM	240.96
4/20/2011 20	13723 JAVA II U	1,078.19
4/20/2011 20	13724 JAVA II U	191.90
4/20/2011 20	13725 NORTHERN TERRIER	135.67
4/20/2011 20	13726 SAC. KENNEL CLUB	345.24

TOTALS:		75,884.83	3,500.00
HOPEFO	HOPE FOR THE CAR OWNERS, LLC	CREDIT RATING: HOLD	
8/31/2009 SF	NSF-CK-1182	3,145.00	

TOTALS:		3,145.00	
LEDPAR	LED I PARTNERS, LLC.	CREDIT RATING:	
8/01/2010 60	13112 10 AUG BUYOUT FEE	10,000.00	10,000.00
10/31/2010 60	13414 SEP BUYOUT FEE	10,000.00	10,000.00
12/03/2010 60	13475 10JULY FEE	10,820.25	10,820.25
12/03/2010 60	13476 10AUG FEE	9,855.00	9,855.00
12/03/2010 60	13477 10 SEP FEE	6,898.50	6,898.50

TOTALS:		47,573.75	27,573.75 20,000.00
NAACPS	NAACP-SACRAMENTO BRANCH	CREDIT RATING:	
9/13/2010 30	13273 RHYTHM & BLUES FESTIVAL	9,518.75	9,518.75
12/09/2010 0	FC-1209	142.78	142.78
1/11/2011 0	FC-0111	142.78	142.78
3/01/2011 0	FC-0301	142.78	142.78

TOTALS:		9,947.09	142.78 9,804.31
NEIGHB	THE NEIGHBORHOOD ASSISTANCE CORP OF AME	CREDIT RATING:	
10/27/2010 30	13372 SAVE THE DREAM TOUR *	557.00	557.00
1/11/2011 30	FC-0111	478.59	478.59
3/01/2011 30	FC-0301	8.36	8.36
4/01/2011 30	FC-0401	8.36	

FA-20

## CALIFORNIA EXPOSITION &amp; STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:30 AM

PAGE 5

CUST: ??????

CLS: ??? CUST SLP: ??? INV SLP: ???

TRM: ??

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CUSTOMER

OVER 30 OVER 60 OVER 90

3/01/2011 2/01/2011 UP TO

3/31/2011 2/28/2011 1/31/2011

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DATE TRM INVOICE ----PO/UDF INFORMATION---- BALANCE

----- SALESPERSON: OPS (CONTINUED)

NEIGHB THE NEIGHBORHOOD ASSISTANCE CORP OF AME (CONTINUED)

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TOTALS: 1,052.31 8.36 478.59 557.00

PALENT PALACE ENTERTAINMENT/FESTIVAL FUN PARKS CREDIT RATING:

4/01/2011 30 13683 11APR. 155.67

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TOTALS: 155.67

RECREA RECREATION ENTERPRISES CREDIT RATING:

11/05/2008 30 11632 FALL RV SHOW \* 19,888.00 19,888.00

11/17/2008 30 FC-1117 201.23 201.23

12/17/2008 30 FC-1217 201.23 201.23

1/20/2009 30 FC-0120 685.60 685.60

4/15/2009 30 FC-0415 685.60 685.60

5/15/2009 30 FC-0515 624.51 624.51

6/16/2009 30 FC-0616 624.51 624.51

7/29/2009 30 FC-0729 624.51 624.51

9/23/2009 30 FC-0923 624.51 624.51

10/15/2009 30 FC-1015 624.51 624.51

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TOTALS: 24,784.21 24,784.21

REMOTE REMOTE AREA MEDICAL CREDIT RATING:

4/14/2011 30 13702 2,357.50

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TOTALS: 2,357.50

SACHNY SACRAMENTO HMONG NEW YEAR CREDIT RATING:

12/23/2010 30 13498 10HMONG NEW YEAR 8,589.00 8,589.00

3/01/2011 FC-0301 128.84 128.84

4/01/2011 FC-0401 128.84

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TOTALS: 8,846.68 128.84 8,589.00

TFC TFC CONCESSIONS CREDIT RATING:

4/01/2011 30 13682 11APR.RENT 400.00

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TOTALS: 400.00

TOWNE TOWNEPLACE SUITES CREDIT RATING:

8/25/2010 30 13181 10CSF TICKETS \* 18.00 18.00

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TOTALS: 18.00 18.00

TUPOUC TUPOU COLLEGE REUNION COMMITTEE CREDIT RATING: HOLD

5/07/2010 0 12871 TUPOUC COLLEGE REUNION \* 5,369.06 5,369.06

8/20/2010 30 FC-0820 80.54 80.54

9/24/2010 30 FC-0924 80.54 80.54

FA-21

CALIFORNIA EXPOSITION & STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:30 AM

PAGE 6

CUST: ??????

CLS: ??? CUST SLP: ??? INV SLP: ???

TRM: ??

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CUSTOMER				OVER 30	OVER 60	OVER 90
				3/01/2011	2/01/2011	UP TO
DATE	TRM	INVOICE	---PO/UDF INFORMATION---	BALANCE	3/31/2011	2/28/2011 1/31/2011
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----- SALESPERSON: OPS (CONTINUED)

TUPOUC	TUPOU COLLEGE REUNION COMMITTEE			(CONTINUED)			
11/05/2010 30	FC-1105			80.54			80.54
TOTALS:				5,610.68			5,610.68
UNIVMC	UNIVERSAL MCCANN OBO US ARMY			CREDIT RATING:			
9/07/2010 30	13231	10CSF SECURITY SERVICE		462.00			462.00
1/11/2011 30	FC-0111			6.93		6.93	
3/01/2011 30	FC-0301			6.93	6.93		
4/01/2011 30	FC-0401			6.93			
TOTALS:				482.79	6.93	6.93	462.00
ZIPZAP	ZIPZAP LLC DBA LUCKY CHARMS USA			CREDIT RATING: HOLD			
8/24/2009 SF	NSF-CK-1104		*	1,390.78			
TOTALS:				1,390.78			
TOTALS FOR OPS				186,334.57	320.90	28,059.27	75,649.40

FA-22

CALIFORNIA EXPOSITION & STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:30 AM

PAGE 7

CUST: ??????

CLS: ??? CUST SLP: ??? INV SLP: ???

TRM: ??

CUSTOMER

OVER 30 OVER 60 OVER 90

3/01/2011 2/01/2011 UP TO

3/31/2011 2/28/2011 1/31/2011

DATE TRM INVOICE ---PO/UDF INFORMATION--- BALANCE

----- SALESPERSON: PRO PROGRAMS

9HOOGE	KENNY & WENDY HOOGENDORN	CREDIT RATING: HOLD	
11/16/2009 0	SOC1036 SOC1036	100.00	100.00
6/10/2010 0	FC-0610	1.50	1.50
8/20/2010 30	FC-0820	1.50	1.50
9/24/2010 30	FC-0924	1.50	1.50

TOTALS: 104.50 104.50

CAFSA	CALIFORNIA FAIR SERVICES AUTHORITY	CREDIT RATING:	
2/25/2011 30	13605 AMY CASIAS'TIME	3,510.00	3,510.00
3/07/2011 30	13624 AMY'S TIME JAN31-FEB9 RE	2,730.00	
3/07/2011 30	13625 AMY'STIME FEB14-25 REIM	3,510.00	

TOTALS: 9,750.00 3,510.00

CAGRAB	CALIFORNIA GRAPHIC ARTS/EDUCATION ASSOC	CREDIT RATING:	
1/07/2011 30	13524 DONATION	850.00	850.00

TOTALS: 850.00 850.00

DFOOD1	DEPT OF FOOD & AG, DIV FAIRS & EXPOSITI	CREDIT RATING:	
3/31/2011 30	13685 TJDAL MAR11 SALARY	2,013.53	

TOTALS: 2,013.53

GEISTC	GEIST CATTLE CO.	CREDIT RATING: HOLD	
10/07/2008 0	SOC-833 SOC-833	6,909.25	6,909.25
10/30/2008 0	LBC-916 LBC-916	1,000.00	1,000.00
11/17/2008 30	FC-1117	103.64	103.64
12/17/2008 30	FC-1217	118.64	118.64
1/20/2009 30	FC-0120	118.64	118.64
4/15/2009 30	FC-0415	118.64	118.64
6/16/2009 30	FC-0616	118.64	118.64

TOTALS: 8,487.45 8,487.45

GUITTA	GUITTARD CHOCOLATE CO	CREDIT RATING:	
4/22/2010 SF	13267 CHOCOLATE PASSION	200.00	

TOTALS: 200.00

KOUNTF	KOUNTRY FEED	CREDIT RATING: HOLD	
7/21/2010 0	SOC1166	2,400.00	2,400.00
9/24/2010 30	FC-0924	36.00	36.00
11/05/2010 30	FC-1105	36.00	36.00
12/09/2010 30	FC-1209	36.00	36.00

TOTALS: 2,508.00 2,508.00

MCMIIJA	MCMILLAN MONLATIOA	CREDIT RATING: HOLD	
10/07/2008 0	SOC-860 SOC-8690	100.00	100.00

FA-23

CALIFORNIA EXPOSITION & STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:30 AM

PAGE 8

CUST: ??????

CLS: ??? CUST SLP: ??? INV SLP: ???

TRM: ??

CUSTOMER

OVER 30 OVER 60 OVER 90

3/01/2011 2/01/2011 UP TO

3/31/2011 2/28/2011 1/31/2011

DATE TRM INVOICE ----PO/UDF INFORMATION---- BALANCE

----- SALESPERSON: PRO (CONTINUED)

MCMIIJA MCMILLAN MONLATIOA (CONTINUED)

11/17/2008 0	FC-1117	1.50	1.50
12/17/2008 0	FC-1217	1.50	1.50
1/20/2009 0	FC-0120	1.50	1.50

TOTALS: 104.50 104.50

SMESTA DEBRA SMESTADMOEN CREDIT RATING: HOLD

10/29/2009 0	12487 JR.LIVESTOCK	50.00	50.00
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TOTALS: 50.00 50.00

WELLSF WELLS FARGO CREDIT RATING:

4/22/2011 60	13708 2011 CSF SPONSORSHIP	25,000.00
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TOTALS: 25,000.00

TOTALS FOR PRO 49,067.98 3,510.00 850.00 11,254.45

FA-24

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CALIFORNIA EXPOSITION & STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:30 AM

PAGE 9

CUST: ??????

CLS: ??? CUST SLP: ??? INV SLP: ???

TRM: ??

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CUSTOMER				3/01/2011	2/01/2011	UP TO
DATE	TRM	INVOICE	----PO/UDF INFORMATION----	3/31/2011	2/28/2011	1/31/2011
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----- SALESPERSON: RAC RACING						

5CALEX	CALIFORNIA EXPOSITION & STATE FAIR		CREDIT RATING:			
8/31/2010 30	13260	ENDAUGREC	536.74			536.74
9/30/2010 30	13346	ENDSEPREC	536.74			536.74
12/31/2010 30	13515	01022011COM5	97.70			97.70
1/09/2011 30	13529	100109COM1	394.65		394.65	
1/18/2011 30	13535	110116COM2	352.79		352.79	
1/23/2011 30	13552	110123COM23	257.79		257.79	
1/30/2011 30	13576	110130COM4	239.47	239.47		
2/08/2011 30	13586	110206COM1	289.72	289.72		
2/13/2011 30	13601	110213COM2	270.31	270.31		
2/20/2011 30	13606	1102220COM3	307.88	307.88		
2/27/2011 30	13617	110227COM4	290.85	290.85		
3/06/2011 30	13647	110306COM1	269.18			
3/13/2011 30	13659	110313COM2	250.46			
3/20/2011 30	13674	110320COM3	349.50			
3/27/2011 30	13689	110327COM4	347.53			
3/31/2011 30	13696	ADWC110331	24.19			
3/31/2011 30	13699	ADWS110331	959.93			
4/03/2011 30	13692	110403COM5	341.01			

TOTALS:			6,116.44	1,398.23	1,005.23	1,171.18
5HIPPI	ATTACKIONS HIPPIQUES		CREDIT RATING:			
11/09/2009 0	NSF-CK-2246		2,934.94			2,934.94

TOTALS:			2,934.94			2,934.94
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5LOSAL	LOS ALAMITOS QUARTER HORSE RACING ASSN		CREDIT RATING:			
3/04/2011 30	13623	11JAN 8/16 FUNDS	2,976.85			

TOTALS:			2,976.85			
5TWINS	TWIN SPIRES		CREDIT RATING:			
11/15/2010 30	13418	OCT-ADW RECEIVABLES *	4,381.55			4,381.55
1/14/2011 30	13534	DEC-ADW RECEIVABLES *	7,895.62	7,895.62		
3/04/2011 30	13622	JAN ADW RECEIVABLES	55,918.67			

TOTALS:			68,195.84	7,895.62		4,381.55
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5YOUBE	YOUBET.COM		CREDIT RATING:			
6/04/2010 30	12908	MAY ADW RECEIVABLES *	190.72			190.72
8/18/2010 0	13116	JUNE ADW RECEIVABLES	39,716.61			39,716.61
8/18/2010 0	13119	JULY ADW RECEIVABLES	27,087.46			27,087.46
9/28/2010 30	13293	AUG.ADW RECEIVABLES *	3,042.42			3,042.42
10/08/2010 30	13338	SEP.ADW RECEIVABLES *	5,796.78			5,796.78
11/15/2010 30	13417	OCT-ADW RECEIVABLES *	6,634.24			6,634.24

TOTALS:			82,468.23			82,468.23
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FA-25

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CALIFORNIA EXPOSITION & STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:30 AM PAGE 10

CUST: ??????

CLS: ??? CUST SLP: ??? INV SLP: ???

TRM: ??

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CUSTOMER				3/01/2011	2/01/2011	UP TO
DATE	TRM	INVOICE ----PO/UDF INFORMATION----	BALANCE	3/31/2011	2/28/2011	1/31/2011
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----- SALESPERSON: RAC (CONTINUED)

CAARF	CALIFORNIA AUTHORITY OF RACING FAIRS	CREDIT RATING:	
10/07/2010 90	13329 JAN-JUN REIM CMC AD	3,935.82	3,935.82
3/21/2011 90	13673 10CMC REIM 2ND HALF	7,018.70	

TOTALS:		10,954.52	3,935.82
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CAHHA2	CALIFORNIA HARNES HORSEMAN'S ASSOC	CREDIT RATING:	
11/01/2010 30	13383 10NOV.UTILITY	150.00	150.00
3/01/2011 30	13615 11MAR UTILITY	175.00	175.00

TOTALS:		325.00	175.00
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CALHAR	CAL EXPO HARNES	CREDIT RATING:	
4/14/2011 0	13703	262.63	

TOTALS:		262.63	
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CALSF	CALIFORNIA STATE FAIR	CREDIT RATING:	
7/18/2010 0	13056 100718COM3	2,018.87	2,018.87
7/25/2010 0	13073 100725COM4	2,160.94	2,160.94

TOTALS:		4,179.81	4,179.81
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GGF	GOLDEN GATE FIELDS	CREDIT RATING:	
4/14/2011 30	13704	7,301.48	

TOTALS:		7,301.48	
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LOSALQ	LOS ALAMITOS QUARTER HORSE RACING ASSN	CREDIT RATING:	
2/28/2011 30	13652 ADWSAC110228	1,963.56	1,963.56
2/28/2011 30	13655 ADWCH110228	49.48	49.48
3/20/2011 30	13676 110320COM3 *	1,885.27	
3/27/2011 30	13691 110327COM4	2,295.69	
3/31/2011 30	13698 ADWC110331	58.54	
3/31/2011 30	13701 ADWS110331	2,322.95	
4/03/2011 30	13694 1104032011	2,266.07	
4/14/2011 30	13705	2,049.09	

TOTALS:		12,890.65	2,013.04
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NCOTGG	NCOTWINC FOR GOLDEN GATE	CREDIT RATING:	
9/30/2010 30	13347 ENDSEPREC	74.36	74.36
2/28/2011 30	13651 ADWSAC110228	10,913.59	10,913.59
2/28/2011 30	13654 ADWCH110228	275.03	275.03
3/20/2011 30	13675 110320COM3	6,139.74	
3/27/2011 30	13690 110327COM4	7,331.32	
3/31/2011 30	13697 ADWC110331	316.90	
3/31/2011 30	13700 ADWS110331	12,575.32	
3/31/2011 30	13519B USE WITH GGF 22002	20.08	
4/03/2011 30	13693 110403COM5	7,354.28	

FA-26

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CALIFORNIA EXPOSITION & STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:30 AM

PAGE 11

CUST: ??????

CLS: ??? CUST SLP: ??? INV SLP: ???

TRM: ??

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CUSTOMER	OVER 30	OVER 60	OVER 90
	3/01/2011	2/01/2011	UP TO
	3/31/2011	2/28/2011	1/31/2011

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DATE	TRM	INVOICE -- -PO/UDF INFORMATION----	BALANCE
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----- SALESPERSON: RAC (CONTINUED)

NCOTGG NCOTWING FOR GOLDEN GATE (CONTINUED)

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TOTALS:	45,000.62	11,188.62	74.36
NEFSKY	JOSEPH S. NEFSKY	CREDIT RATING:	
1/03/2011 0	NSR-CK119 NSR-CK119	*	350.00
1/04/2011 0	NSR-CK118 NSR-CK118		1,225.00
TOTALS:	1,575.00		1,575.00
TOTALS FOR RAC	245,182.01	14,774.89	8,900.85 100,870.89

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CALIFORNIA EXPOSITION & STATE FAIR

MWARD

DETAIL AGED A/R BY CUST SLP

AGED BY DUE DATE

Wed 4/27/2011 11:01:30 AM

PAGE 12

CUST: ??????

CLS: ??? CUST SLP: ??? INV SLP: ???

TRM: ??

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CUSTOMER	DATE	TRM	INVOICE	----PO/UDF INFORMATION----	BALANCE	OVER 30	OVER 60	OVER 90
						3/01/2011	2/01/2011	UP TO
						3/31/2011	2/28/2011	1/31/2011

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GRAND TOTALS:					763,738.25	18,605.79	39,191.62	248,375.18
						2.44%	5.13%	32.52%

\* = INVOICES WITH PARTIAL PAYMENTS (OR ADJUSTMENTS)

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FA-28

# **CALIFORNIA EXPOSITION & STATE FAIR**

## **Horse Racing Committee Meeting Minutes**

Friday, April 29, 2011

8:30 a.m.

### **MINUTES**

#### **Committee Members Present:**

Steve Beneto, Chair  
Director Cynthia Bryant  
Director Sonney Chong  
Director Rick Stacey

#### **Other Board Members Present:**

Director Corny Gallagher

#### **Staff Present:**

General Manager/CEO (GM)  
Deputy General Manager (DGM)  
Assistant General Manager, Racing (AGM)  
Assistant General Manager, Chief Financial Officer (AGM)  
Admissions, Parking & RV Park Manager  
Recording Secretary

Norb Bartosik  
Brian May  
David Elliott  
Dana McIlwain  
Marcia Shell  
Linda Contreras

#### **Others Present:**

California Harness Horsemen's Association (CHHA)

Alan Horowitz

Chair Beneto called the meeting to order at 8:30 a.m. and dispensed with reading the Mission Statement and Public Comments Statement.

### **NEW BUSINESS**

1. Review Staff Report 2006 to 2010 Annual Racing P&L Summary
2. Review Staff Report 2010 Annual Racing P&L by Area
3. Review Staff Report on 2009 and 010 Comparative Racing P&L by Area

AGM Elliott reviewed the Financial Reports included in the Board packet.

Overhead is calculated at 16%. The Committee asked for more information on how Staff arrived at 16%.

Director Beneto asked for a 3 year proforma for racing including the costs of shutting down the Racetrack and its impact on the Fair.

AGM McIlwain reviewed her memo on the Excess 6% funds. A copy is attached and made part of the record.

Director Gallagher complimented the Committee and Staff for driving this enterprise accounting and for the time and effort in presenting readable numbers.

Director Bryant asked if advertising should be considered for Horse Racing, the report reflects a big reduction in the advertising dollars.

AGM May responded that advertising dollars were invested but the return was not profitable.

Alan Horowitz with CHHA commented on the advertising dollars analysis, the handle is based on three sources; on track handle, off track but in-state handle, and out-of-state simulcast. These three sources each have their own needs and they provide racing with a different percentage of dollars towards commissions that Cal Expo receives and the horsemen's share of purses. It's important to look at the effects of advertising or promotional dollars on each of these sources because something that doesn't work for one source maybe very good for the other sources.

AGM Elliott distributed an updated Horsemen's Purses Generated vs Purses Paid Overpayment Report which is attached and made part of the record.

AGM Elliott distributed a Cal Expo/Twin Spires Late Pick 4 Promotion Report which is attached and made part of the record.

#### MATTERS OF INFORMATION

##### 1. Staff Reports

AGM Elliott reviewed his Staff Reports included in the Board packet.

#### ADJOURNMENT

The Horse Racing Committee meeting adjourned at 9:15 a.m.

**State of California**

**California Exposition & State Fair  
1600 Exposition Blvd.  
Sacramento, California 95852  
Tel: (916) 263-3282  
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Email: [dmcilwain@calexpo.com](mailto:dmcilwain@calexpo.com)**

## **MEMORANDUM**

**Date:** April 29, 2011

**To:** Board of Directors  
California Exposition & State Fair

**Via:** Norbert J. Bartosik, General Manager/CEO  
California Exposition & State Fair

**From:** Dana McIlwain, Chief Financial Officer  
California Exposition & State Fair

Subsequent to the preparation and delivery of the Board packet which included the 2010 Racing P&L, it has been determined that the 6% excess funds accruals, which impact harness revenue, were over-estimated in 2010. The estimates had been developed using historical data. The actual payment fell short by \$226,862, half of which would have been revenue to Cal Expo with the other half going toward purse overpayment reduction.

The impact to the 2010 Racing P&L is a decrease in harness revenue. The adjusted net income for Harness and Racing in total (before depreciation) is \$300,584 and \$449,882 respectively. After depreciation, the net loss for Harness and Racing in total is (\$114,008) and (\$119,434).

Horsemen's Page for Purses Generated vs Purses Paid

	Purses Generated (after deductions)	Additional + Purses	Purses Paid inc.	Over/Under = Payment (week only)	
					-531,479.00
12/20/10 - 12/26/10	9,404.89	0.00	0	9,404.89	-522,074.11
12/27/10 - 01/02/11	91,980.10	5,578.65	93,210	4,348.75	-517,725.37
01/03/11 - 01/09/11	91,363.88	10,384.50	100,550	1,198.38	-516,526.99
01/10/11 - 01/16/11	89,423.07	8,655.44	94,000	4,078.51	-512,448.49
01/17/11 - 01/23/11	76,254.32	7,331.66	88,308	-4,721.53	-517,170.01
01/24/11 - 01/30/11	80,847.84	3,514.23	83,460	902.07	-516,267.94
<b><u>Dec/Jan Monthly Total</u></b>	<b><u>439,274.10</u></b>	<b><u>35,464.46</u></b>	<b><u>459,528</u></b>	<b><u>15,211.06</u></b>	
01/31/11 - 02/06/11	97,859.40	12,403.48	89,410	20,852.88	-495,415.06
02/07/11 - 02/13/11	98,383.89	17,029.81	108,010	7,403.69	-488,011.37
02/14/11 - 02/20/11	94,138.79	10,726.06	91,670	13,194.84	-474,816.53
02/21/11 - 02/27/11	97,366.99	12,655.83	99,770	10,252.81	-464,563.72
<b><u>February Monthly Total</u></b>	<b><u>387,749.06</u></b>	<b><u>52,815.17</u></b>	<b><u>388,860</u></b>	<b><u>51,704.23</u></b>	
02/28/11 - 03/06/11	109,396.66	17,166.70	95,270.00	31,293.36	-433,270.35
03/07/11 - 03/13/11	94,792.28	10,482.09	97,090.00	8,184.37	-425,085.98
03/14/11 - 03/20/11	96,951.65	13,676.87	96,940.00	13,688.52	-411,397.46
03/21/11 - 03/27/11	103,564.76	16,303.46	95,990.00	23,878.21	-387,519.25
<b><u>March Monthly Total</u></b>	<b><u>404,705.35</u></b>	<b><u>57,629.11</u></b>	<b><u>385,290.00</u></b>	<b><u>77,044.46</u></b>	
03/28/11 - 04/03/11	112,927.54	17,751.89	91,920.00	38,759.43	-348,759.82
04/04/11 - 04/10/11	95,027.11	14,055.53	90,000.00	19,082.64	-329,677.18
04/11/11 - 04/17/11	92,694.63	9,808.37	96,045.00	6,457.99	-323,219.19
04/18/11 - 04/24/11	93,082.88	1,938.81	101,300.00	-6,278.31	-329,497.50
04/25/11 - 05/01/11	0.00	0.00	0.00	0.00	-329,497.50
<b><u>April Monthly Total</u></b>	<b><u>393,732.16</u></b>	<b><u>43,554.60</u></b>	<b><u>379,265.00</u></b>	<b><u>58,021.76</u></b>	
Starting Balance					-531,479.00
MEET TOTAL	1,625,460.67 +	189,463.33 -	1,612,942.50 =		<b><u>201,981.50</u></b>
<b><u>Current Balance</u></b>					<b><u>-329,497.50</u></b>

Additional Funds:	Estimated	Actual		
1 Cal Expo Contribution	175,000.00			
3 Estimated AB480 Refund	7,000.00	6,537.48	Rec. 4/27	13,074.97 Total
4 Estimated Outs Refund	30,000.00			
5 CHHA Outstanding Funds	15,800.00			
6 Estimated 2011 Break 8/16	125,000.00			
7 Additional CHHA Funds Due	36,004.00			
<b>Total</b>	<b>388,804.00</b>	<b>6,537.48</b>		

Cal Expo/Twin Spires Late Pick 4 Promotion

Late Pick 4 Handle and Market Share					Total Handle and Market Share					
Date	P4 TwinSp	P4 Total Pool	TS Share	Players	TS Handle	Non ADW	ADW	All Sources	ADW Share	Total Share
23-Apr	4,563	23,722	19.2%	77	44,294	641,697	90,635	732,332	48.9%	6.0%
16-Apr	5,062	18,684	27.1%	67	45,511	633,800	87,998	721,798	51.7%	6.3%
9-Apr	4,382	18,356	23.9%	55	44,196	710,663	87,387	798,050	50.6%	5.5%
2-Apr	5,032	20,840	24.1%	71	57,558	803,209	116,357	919,566	49.5%	6.3%
<b>26-Mar</b>	4,577	24,262	18.9%	72	47,427	805,023	102,096	907,119	46.5%	5.2%
19-Mar	4,978	16,409	30.3%	72	36,707	679,500	79,832	759,331	46.0%	4.8%
12-Mar	4,436	18,196	24.4%	58	58,513	714,904	104,366	819,270	56.1%	7.1%
5-Mar	3,595	19,885	18.1%	56	54,491	715,780	105,920	821,700	51.4%	6.6%
26-Feb	4,759	19,435	24.5%	58	48,657	696,555	103,616	800,171	47.0%	6.1%
19-Feb	4,071	16,843	24.2%	52	49,161	703,231	97,546	800,777	50.4%	6.1%
12-Feb	4,858	17,675	27.5%	60	52,914	642,247	101,311	743,558	52.2%	7.1%
5-Feb	5,865	19,178	30.6%	61	48,196	708,895	89,353	798,248	53.9%	6.0%
29-Jan	2,756	13,500	20.4%	50	46,722	633,036	91,336	724,372	51.2%	6.5%
22-Jan	2,014	11,363	17.7%	47	41,508	582,471	75,617	658,088	54.9%	6.3%
15-Jan	3,775	15,328	24.6%	48	42,195	638,328	86,255	724,583	48.9%	5.8%
<b>8-Jan</b>	2,977	25,000	11.9%	59	43,151	693,204	96,343	789,547	44.8%	5.5%
1-Jan	2,662	12,797	20.8%	33	48,237	725,228	86,842	812,070	55.5%	5.9%
18-Dec	3,456	15,754	21.9%	57	41,469	631,943	88,183	720,126	47.0%	5.8%
11-Dec	2,797	14,184	19.7%	28	35,527	651,151	72,722	723,873	48.9%	4.9%
4-Dec	2,964	12,523	23.7%	44	38,405	673,131	80,678	753,809	47.6%	5.1%
27-Nov	1,858	11,846	15.7%	43	29,554	562,914	68,861	631,775	42.9%	4.7%
<b>Promo Ave.</b>	<b>3,878</b>	<b>17,418</b>	<b>22.3%</b>	<b>56</b>	<b>45,447</b>	<b>678,424</b>	<b>91,107</b>	<b>769,532</b>	<b>49.9%</b>	<b>5.9%</b>
<b>Variant</b>	<b>329%</b>	<b>43%</b>	<b>201%</b>		<b>52%</b>	<b>12%</b>	<b>20%</b>	<b>13%</b>	<b>26%</b>	<b>34%</b>

	P4 TwinSp	P4 Total Pool	TS Share	Players	TS Handle	Non ADW	ADW	All Sources	ADW Share	Total Share
Pre-Promo	904	12,207	7.4%		29,878	604,166	75,697	679,863	39.5%	4.4%